

Commercial Building With Fully Equipped Kitchen

SAN LEANDRO, CA



OFFERING MEMORANDUM

KW COMMERCIAL
4937 Telegraph Avenue
Oakland, CA 94609

PRESENTED BY:

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SAN LEANDRO, CA

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COMMERCIAL BUILDING WITH FULLY EQUIPPED KITCHEN

PROPERTY INFORMATION

1

EXECUTIVE SUMMARY

PROPERTY DESCRIPTION

PROPERTY DETAILS

PROPERTY VIDEO TOUR

PHOTOS

ADDITIONAL PHOTOS

Executive Summary



OFFERING SUMMARY

SALE PRICE:	\$975,000
LOT SIZE:	4,839 SF
YEAR BUILT:	1946
BUILDING SIZE:	3,697 SF
RENOVATED:	2006
ZONING:	CC
MARKET:	East Bay/Oakland
SUBMARKET:	San Leandro
PRICE / SF:	\$263.73

PROPERTY OVERVIEW

599 Macarthur Blvd is a Retail building with commercial kitchen approximately +/-3,697sf situated on a +/-4839sf corner lot in San Leandro, CA. The property has two open rooms, service and kitchen space, walk in refrigeration, outdoor patio, and FF&E included in the sale. The property has been used in the past as an event space and café. Ideal for an investor or owner/user ready to take advantage of this unique property in the San Francisco Bay Area.

PROPERTY HIGHLIGHTS

- FF&E included in sale
- Corner Lot
- High traffic count
- Catering or Food delivery business
- Close proximity to freeway 580

Property Description



PROPERTY OVERVIEW

599 Macarthur Blvd is a Retail building with commercial kitchen approximately +/-3,697sf situated on a +/-4839sf corner lot in San Leandro, CA. The property has two open rooms, service and kitchen space, walk in refrigeration, outdoor patio, and FF&E included in the sale. The property has been used in the past as an event space and café. Ideal for an investor or owner/user ready to take advantage of this unique property in the San Francisco Bay Area.

LOCATION OVERVIEW

This Retail property with a commercial kitchen is located in the Broadmoor District of San Leandro, California. The property sits on a corner lot where the neighborhood has an urban suburban mix feel. The neighborhood includes bars, restaurants, coffee shops, and parks that you can walk to. This is a high traffic area with easy access to freeway 580. Just 5.7 miles to Oakland International Airport, 28.7 miles to San Francisco International Airport, and 33.2 miles to San José International Airport. This is an ideal location for any business to commute to in the San Francisco Bay Area.

Property Details

SALE PRICE

\$975,000

LOCATION INFORMATION

Building Name	Commercial Building with Fully Equipped Kitchen
Street Address	599 Macarthur Blvd
City, State, Zip	San Leandro, CA 94577
County/Township	Alameda
Market	East Bay/Oakland
Submarket	San Leandro
Cross Streets	Foothill Blvd
Road Type	Highway Interchange
Nearest Highway	580
Nearest Airport	Oakland International Airport
Retail Clientele	Business

BUILDING INFORMATION

Building Size	3,697 SF
Price / SF	\$263.73
Year Built	1946
Last Renovated	2006
Tenancy	Single
Number Of Floors	1
Gross Leasable Area	3,697 SF
Load Factor	Yes
Construction Status	Existing
Framing	Wood
Condition	Good
Free Standing	Yes
Number Of Buildings	1

PROPERTY DETAILS

Property Type	Retail
Property Subtype	Restaurant
Zoning	CC
Lot Size	4,839 SF
APN#	76-326-9-1
Submarket	San Leandro
Lot Frontage	53.46
Lot Depth	89.45
Corner Property	Yes

PARKING & TRANSPORTATION

Street Parking	Yes
Parking Type	Other
Parking Description	Street Parking

UTILITIES & AMENITIES

Broadband	Cable
Restrooms	3
Exterior Description	Yellow Building on Corner lot. Outdoor space within gated area.
Interior Description	Foyer entrance to a small room. Commercial kitchen with equipment leading to a walk in refrigerator and delivery exit. Three bathrooms. Large room leading to office and storage.
Utilities	Public Utilities
Utilities Description	

Property Video Tour



Click here for video:
<https://youtu.be/dOKqLymg60Y>

Photos



Additional Photos



COMMERCIAL BUILDING WITH FULLY EQUIPPED KITCHEN

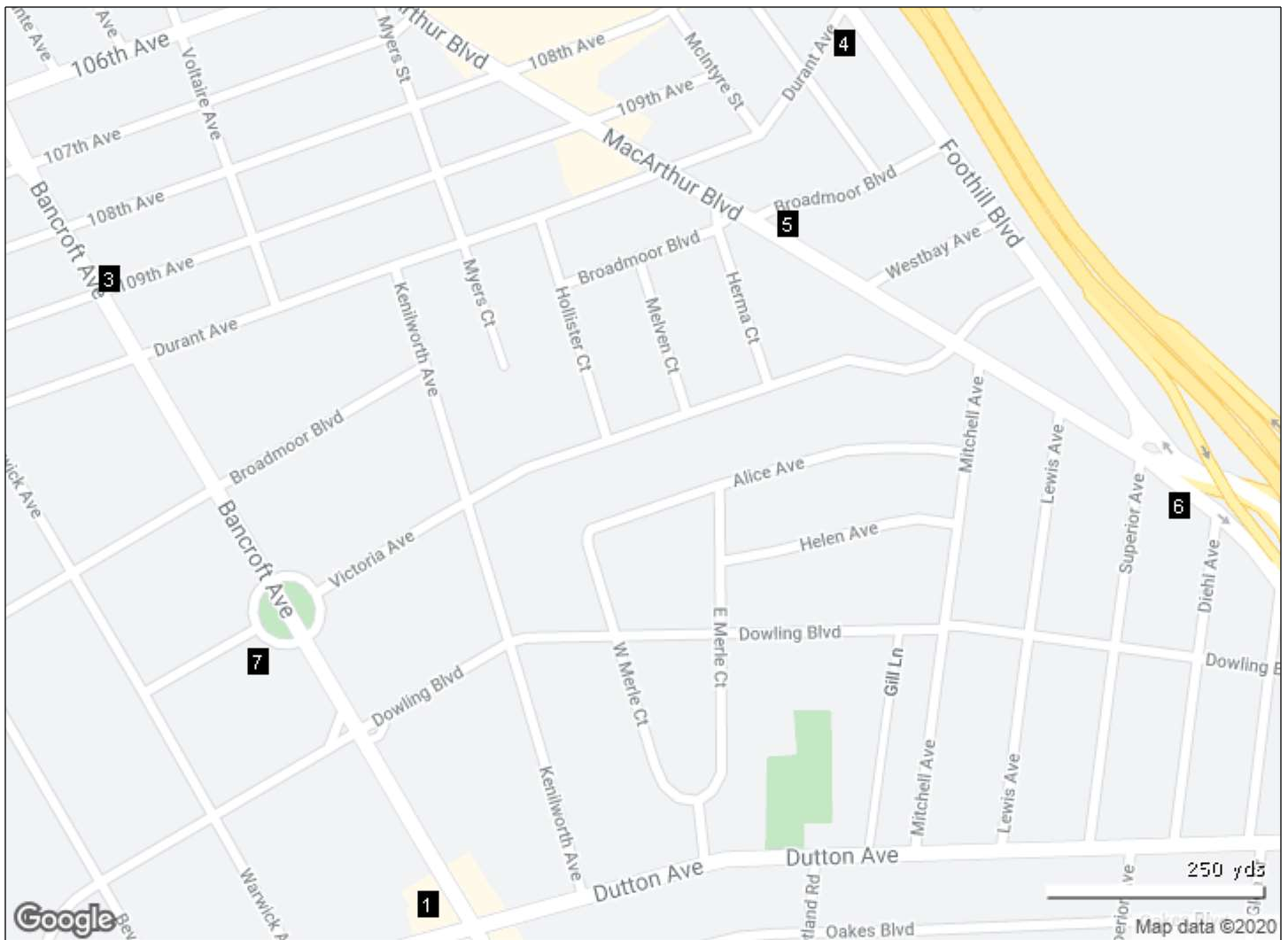
SALE COMPARABLES

2

RETAIL_COMPS.PDF

Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Sale Price	\$260,000	\$530,014	\$535,000	\$900,000	7
Center Size	512 SF	1,781 SF	1,800 SF	2,843 SF	7
Price per SF	\$231.10	\$297.52	\$263.81	\$507.81	7
Actual Cap Rate	3.31%	3.31%	3.31%	3.31%	1
Days on Market	85	247	280	344	4
Sale Price to Asking Price Ratio	93.04%	96.93%	93.75%	104.00%	3
Totals					
Sold Transactions	Total Sales Volume:		\$3,710,100	Total Sales Transactions:	7
Survey Criteria					
basic criteria: Type of Property - Retail ; Sale Price - from \$1 ; Sale Date - from 6/1/2017 ; Sale Status - Sold ; Return and Search on Portfolio Sales as Individual Properties - Yes ; Exclude Non-Arms Length Comps - Yes					
geography criteria: Geography - User Defined Search					
additional criteria: - * This result set has been amended with criteria to add and/or remove records.					



	Address	City	Property Info	Sale Info
1	577 Bancroft Ave	San Leandro	1,750 SF General Retail/Restaurant	Sold: \$450,000 (\$257.14/SF)
2	10828 Bancroft Ave	Oakland	2,315 SF General Retail/Storefront Retail/Office	Sold: \$535,000 (\$231.10/SF)
3	10828 Bancroft Ave	Oakland	2,315 SF General Retail/Storefront Retail/Office	Sold: \$535,000 (\$231.10/SF)
4	201 Foothill Blvd	San Leandro	2,843 SF General Retail/Freestanding	Sold: \$750,000 (\$263.81/SF)
5	310 MacArthur Blvd	San Leandro	1,800 SF General Retail/Restaurant	Sold: \$900,000 (\$500/SF)
6	725 MacArthur Blvd	San Leandro	935 SF General Retail/Storefront	Sold: \$280,100 (\$299.57/SF)
7	581 Victoria Ct	San Leandro	512 SF General Retail/Freestanding	Sold: \$260,000 (\$507.81/SF)

577 Bancroft Ave

San Leandro, CA 94577

**Restaurant Building of 1,750 SF Sold on 12/7/2018 for \$450,000
- Public Record**

buyer

**Eric Tu
PO Box 5513
Hercules, CA 94547
(510) 316-8578**

seller

Odonnell Sun

vital data

Escrow/Contract:	-	Sale Price:	\$450,000
Sale Date:	12/7/2018	Status:	-
Days on Market:	-	Building SF:	1,750 SF
Exchange:	No	Price/SF:	\$257.14
Conditions:	-	Pro Forma Cap Rate:	-
Land Area SF:	3,485	Actual Cap Rate:	-
Acres:	0.08	Down Pmnt:	-
\$/SF Land Gross:	\$129.13	Pct Down:	-
Year Built, Age:	1925 Age: 93	Doc No:	232400
Parking Spaces:	1	Trans Tax:	-
Parking Ratio:	0.57/1000 SF	Corner:	No
FAR:	0.50	Zoning:	-
Lot Dimensions:	-	No Tenants:	1
Frontage:	28 feet on Bancroft Ave (with 0 ...	Percent Improved:	71.1%
Tenancy:	Single	Submarket:	San Leandro
Comp ID:	4621113	Map Page:	-
		Parcel No:	076-0288-017-00
		Property Type:	Retail

income expense data

Expenses	- Taxes	\$3,531
	- Operating Expenses	
	Total Expenses	\$3,531

Listing Broker

Buyer Broker

financing

10828 Bancroft Ave

Oakland, CA 94603

**Storefront Retail/Office Building of 2,315 SF Sold on 4/27/2020
for \$535,000 - Public Record**

buyer

seller

**Hagen Richard & L Family Trust
6919 Snake Rd
Oakland, CA 94611**

vital data

Escrow/Contract: -
 Sale Date: **4/27/2020**
 Days on Market: **328 days**
 Exchange: **No**
 Conditions: -
 Land Area SF: **3,920**
 Acres: **0.09**
 \$/SF Land Gross: **\$136.47**
 Year Built, Age: **1923 Age: 97**
 Parking Spaces: **2**
 Parking Ratio: **1.16/1000 SF**
 FAR: **0.59**
 Lot Dimensions: -
 Frontage: -
 Tenancy: **Single**
 Comp ID: **5116513**

Sale Price: **\$535,000**
 Status: **Confirmed**
 Building SF: **2,315 SF**
 Price/SF: **\$231.10**
 Pro Forma Cap Rate: -
 Actual Cap Rate: -
 Down Pmnt: -
 Pct Down: -
 Doc No: -
 Trans Tax: -
 Corner: **No**
 Zoning: **CN-4 (commercial)**
 No Tenants: **1**
 Percent Improved: -
 Submarket: **Oakland-South/Airport**
 Map Page: -
 Parcel No: -
 Property Type: **Retail**

income expense data

Listing Broker

Lee & Associates
5890 Stoneridge Dr
Pleasanton, CA 94588
(925) 460-6200
Robert Kumnick

Lee & Associates Commercial Real Estate Service
520 3rd St
Oakland, CA 94607
(510) 903-7600
Zack Barnes

Buyer Broker

financing

prior sale

Date/Doc No: **3/26/2020 (069365)**
 Sale Price: **\$535,000**
 CompID: **5135451**

10828 Bancroft Ave

Oakland, CA 94603

**Storefront Retail/Office Building of 2,315 SF Sold on 3/26/2020
for \$535,000 - Public Record**

buyer

Hong T Kieu

seller

Hagan Richard & Laura Trust

vital data

Escrow/Contract: -
Sale Date: **3/26/2020**
Days on Market: -
Exchange: **No**
Conditions: -
Land Area SF: **3,920**
Acres: **0.09**
\$/SF Land Gross: **\$136.47**
Year Built, Age: **1923 Age: 97**
Parking Spaces: **2**
Parking Ratio: **1.16/1000 SF**
FAR: **0.59**
Lot Dimensions: -
Frontage: -
Tenancy: **Single**
Comp ID: **5135451**

Sale Price: **\$535,000**
Status: -
Building SF: **2,315 SF**
Price/SF: **\$231.10**
Pro Forma Cap Rate: -
Actual Cap Rate: -
Down Pmnt: -
Pct Down: -
Doc No: **069365**
Trans Tax: -
Corner: **No**
Zoning: **CN-4 (commercial)**
No Tenants: **1**
Percent Improved: **77.5%**
Submarket: **Oakland-South/Airport**
Map Page: -
Parcel No: **047-5567-013-00**
Property Type: **Retail**

income expense data

Listing Broker

Buyer Broker

financing

prior sale

Date/Doc No: **9/8/2014**
Sale Price: **-**
CompID: **3122997**

201 Foothill Blvd

San Leandro, CA 94577

Freestanding Building of 2,843 SF Sold on 2/13/2019 for \$750,000 - Research Complete

buyer

Plazita Schools Inc
3632 35th Ave
Oakland, CA 94619
(510) 402-8715

seller

Flores Julio C & Camille S
201 Foothill Blvd
San Leandro, CA 94577
(925) 964-0600

vital data

Escrow/Contract: **105 days**
 Sale Date: **2/13/2019**
 Days on Market: **344 days**
 Exchange: **No**
 Conditions: -
 Land Area SF: **6,334**
 Acres: **0.15**
 \$/SF Land Gross: **\$118.42**
 Year Built, Age: **1923 Age: 96**
 Parking Spaces: **10**
 Parking Ratio: **3.52/1000 SF**
 FAR: **0.45**
 Lot Dimensions: -
 Frontage: -
 Tenancy: -
 Comp ID: **4675938**

Sale Price: **\$750,000**
 Status: **Confirmed**
 Building SF: **2,843 SF**
 Price/SF: **\$263.81**
 Pro Forma Cap Rate: -
 Actual Cap Rate: -
 Down Pmnt: **\$250,000**
 Pct Down: **33.3%**
 Doc No: **028082**
 Trans Tax: -
 Corner: **Yes**
 Zoning: **RS**
 Percent Improved: **71.2%**
 Submarket: **Oakland-South/Airport**
 Map Page: -
 Parcel No: **047-5580-003-00**
 Property Type: **Retail**

income expense data

Expenses	- Taxes	\$5,390
	- Operating Expenses	
	Total Expenses	\$5,390

Listing Broker

DCG Strategies, Inc.
 7600 Dublin Blvd
 Dublin, CA 94568
 (925) 479-1350
 Jamil Muchell

Buyer Broker

DCG Strategies, Inc.
 7600 Dublin Blvd
 Dublin, CA 94568
 (925) 479-1350
 Jamil Muchell

financing

310 MacArthur Blvd

San Leandro, CA 94577

**Restaurant Building of 1,800 SF Sold on 9/13/2018 for \$900,000
- Research Complete**

buyer

**Edward D Zhu
22436 Foothill Blvd
Hayward, CA 94541
(510) 478-3251**

seller

**Chiu L Wu
(510) 782-3408**

vital data

Escrow/Contract:	25 days	Sale Price:	\$900,000
Sale Date:	9/13/2018	Status:	Confirmed
Days on Market:	232 days	Building SF:	1,800 SF
Exchange:	Yes	Price/SF:	\$500.00
Conditions:	1031 Exchange	Pro Forma Cap Rate:	-
Land Area SF:	16,988	Actual Cap Rate:	3.31%
Acres:	0.39	Down Pmnt:	\$900,000
\$/SF Land Gross:	\$52.98	Pct Down:	100.0%
Year Built, Age:	1970 Age: 48	Doc No:	180339
Parking Spaces:	21	Trans Tax:	\$990
Parking Ratio:	7.09/1000 SF	Corner:	No
FAR:	0.11	Zoning:	C-2, San Leandro
Lot Dimensions:	-	No Tenants:	1
Frontage:	94 feet on Macarthur Blvd (with ...	Percent Improved:	-
Tenancy:	Single	Submarket:	San Leandro
Comp ID:	4510787	Map Page:	-
		Parcel No:	076-0316-016-01
		Property Type:	Retail

income expense data

Listing Broker

**GD Commercial
1381 Mccarthy Blvd
Milpitas, CA 95035
(408) 955-9900
Allen Dieu**

Buyer Broker

**G D Commercial Real Estate, Inc
1451 McCarthy Blvd
Milpitas, CA 95035
(408) 955-9900
Allen Dieu**

financing

prior sale

Date/Doc No:	2/25/2011
Sale Price:	-
CompID:	2074308

725 Macarthur Blvd

San Leandro, CA 94577

Storefront Building of 935 SF Sold on 8/15/2018 for \$280,100 - Public Record

buyer

Thuyen H Tran
3905 Broadway
Oakland, CA 94611

seller

Lewis Dana

vital data

Escrow/Contract:	-	Sale Price:	\$280,100
Sale Date:	8/15/2018	Status:	-
Days on Market:	-	Building SF:	935 SF
Exchange:	No	Price/SF:	\$299.57
Conditions:	-	Pro Forma Cap Rate:	-
Land Area SF:	1,032	Actual Cap Rate:	-
Acres:	0.02	Down Pmnt:	-
\$/SF Land Gross:	\$271.32	Pct Down:	-
Year Built, Age:	1947 Age: 71	Doc No:	159552
Parking Spaces:	2	Trans Tax:	-
Parking Ratio:	2.14/1000 SF	Corner:	No
FAR:	0.91	Zoning:	CC
Lot Dimensions:	-	Percent Improved:	77.1%
Frontage:	79 feet on Macarthur Blvd (with ...	Submarket:	San Leandro
Tenancy:	Single	Map Page:	-
Comp ID:	4500633	Parcel No:	076-0330-003-02
		Property Type:	Retail

income expense data

Expenses	- Taxes	\$2,473
	- Operating Expenses	
	Total Expenses	\$2,473

Listing Broker

Buyer Broker

financing

prior sale

Date/Doc No:	2/1/2016
Sale Price:	-
CompID:	3521408

581 Victoria Ct

San Leandro, CA 94577

**Freestanding Building of 512 SF Sold on 6/22/2018 for \$260,000
- Public Record**

buyer

seller

**vital data**

Escrow/Contract:	-	Sale Price:	\$260,000
Sale Date:	6/22/2018	Status:	-
Days on Market:	85 days	Building SF:	512 SF
Exchange:	Yes	Price/SF:	\$507.81
Conditions:	1031 Exchange	Pro Forma Cap Rate:	-
Land Area SF:	3,920	Actual Cap Rate:	-
Acres:	0.09	Down Pmnt:	-
\$/SF Land Gross:	\$66.32	Pct Down:	-
Year Built, Age:	1935 Age: 83	Doc No:	-
Parking Spaces:	1	Trans Tax:	-
Parking Ratio:	1.95/1000 SF	Corner:	No
FAR:	0.13	Zoning:	-
Lot Dimensions:	-	Percent Improved:	-
Frontage:	28 feet on Victoria Ct (with 1 ...	Submarket:	San Leandro
Tenancy:	Single	Map Page:	-
Comp ID:	4321732	Parcel No:	-
		Property Type:	Retail

income expense data**Listing Broker****MTC Commercial Real Estate
20980 Redwood Rd
Castro Valley, CA 94546
(510) 889-9157
Michael Tanzillo****Buyer Broker****financing****prior sale**

Date/Doc No:	5/11/2009
Sale Price:	\$0
CompID:	1721244

COMMERCIAL BUILDING WITH FULLY EQUIPPED KITCHEN

LOCATION INFORMATION

3

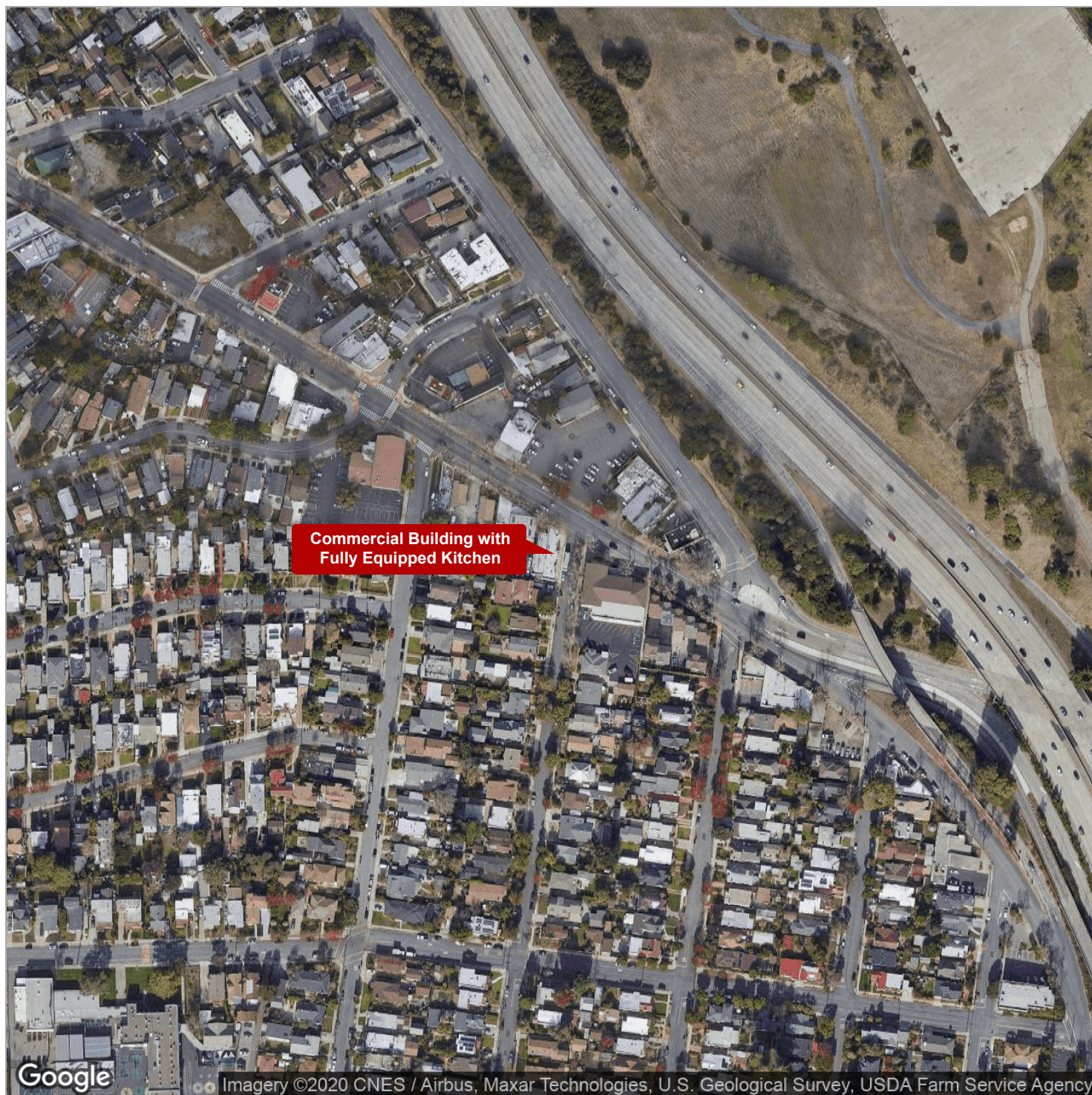
AERIAL MAP

RETAILER MAP

REGIONAL MAP

TRAFFIC_COUNT_MAP_-_CLOSE_UP.PDF

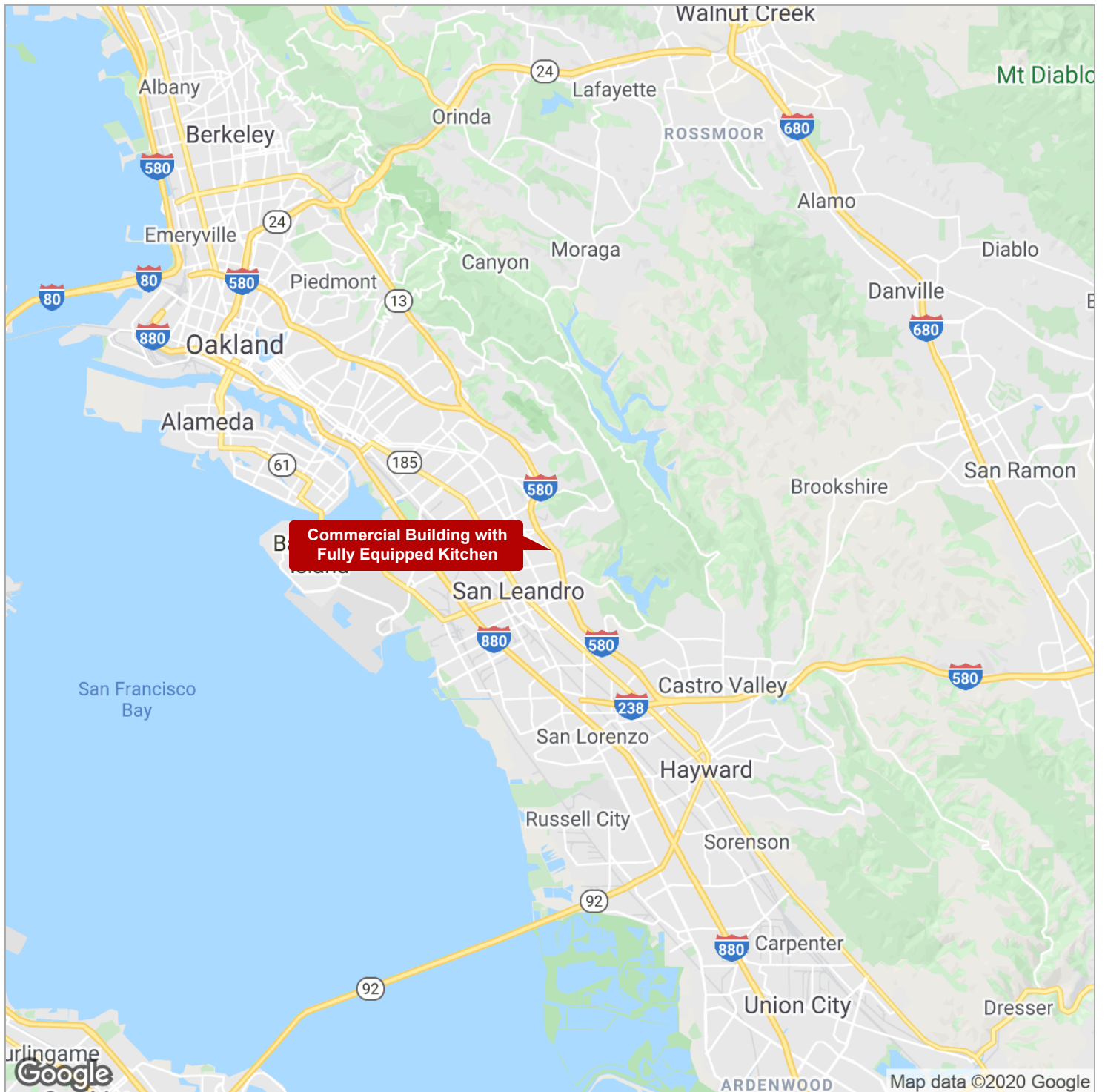
Aerial Map



Retailer Map



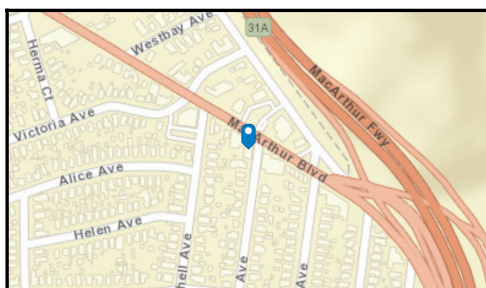
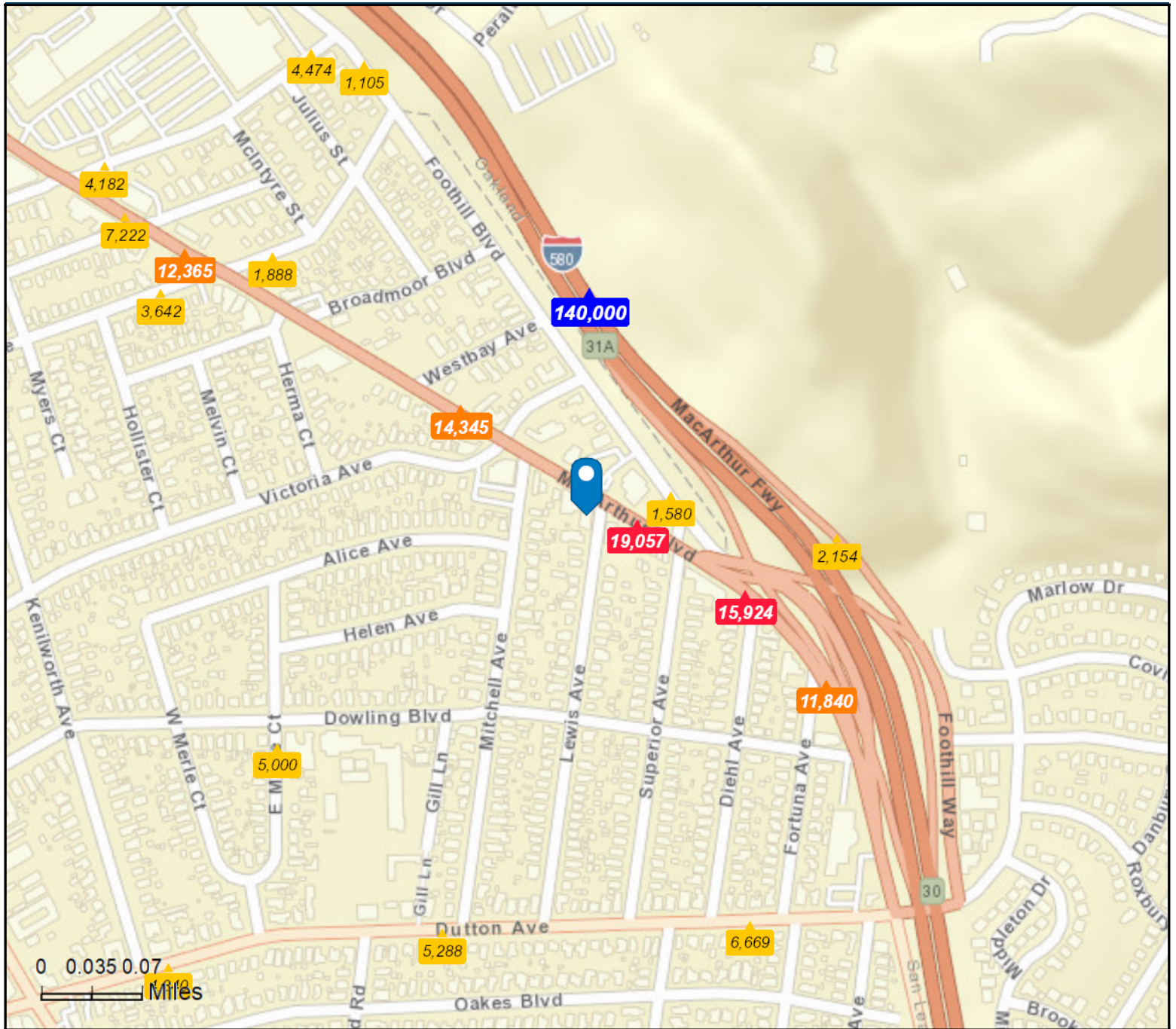
Regional Map



Traffic Count Map - Close Up

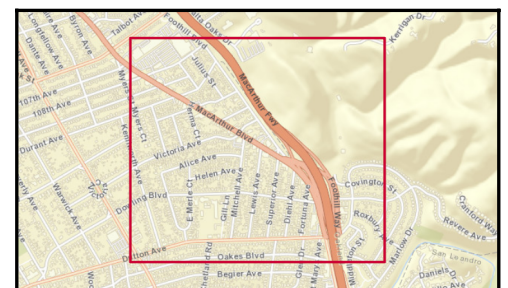
599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410



Average Daily Traffic Volume

- ▲ Up to 6,000 vehicles per day
- ▲ 6,001 - 15,000
- ▲ 15,001 - 30,000
- ▲ 30,001 - 50,000
- ▲ 50,001 - 100,000
- ▲ More than 100,000 per day



Source: ©2019 Kalibrate Technologies (Q4 2019).

April 28, 2020

COMMERCIAL BUILDING WITH FULLY EQUIPPED KITCHEN

DEMOGRAPHICS

4

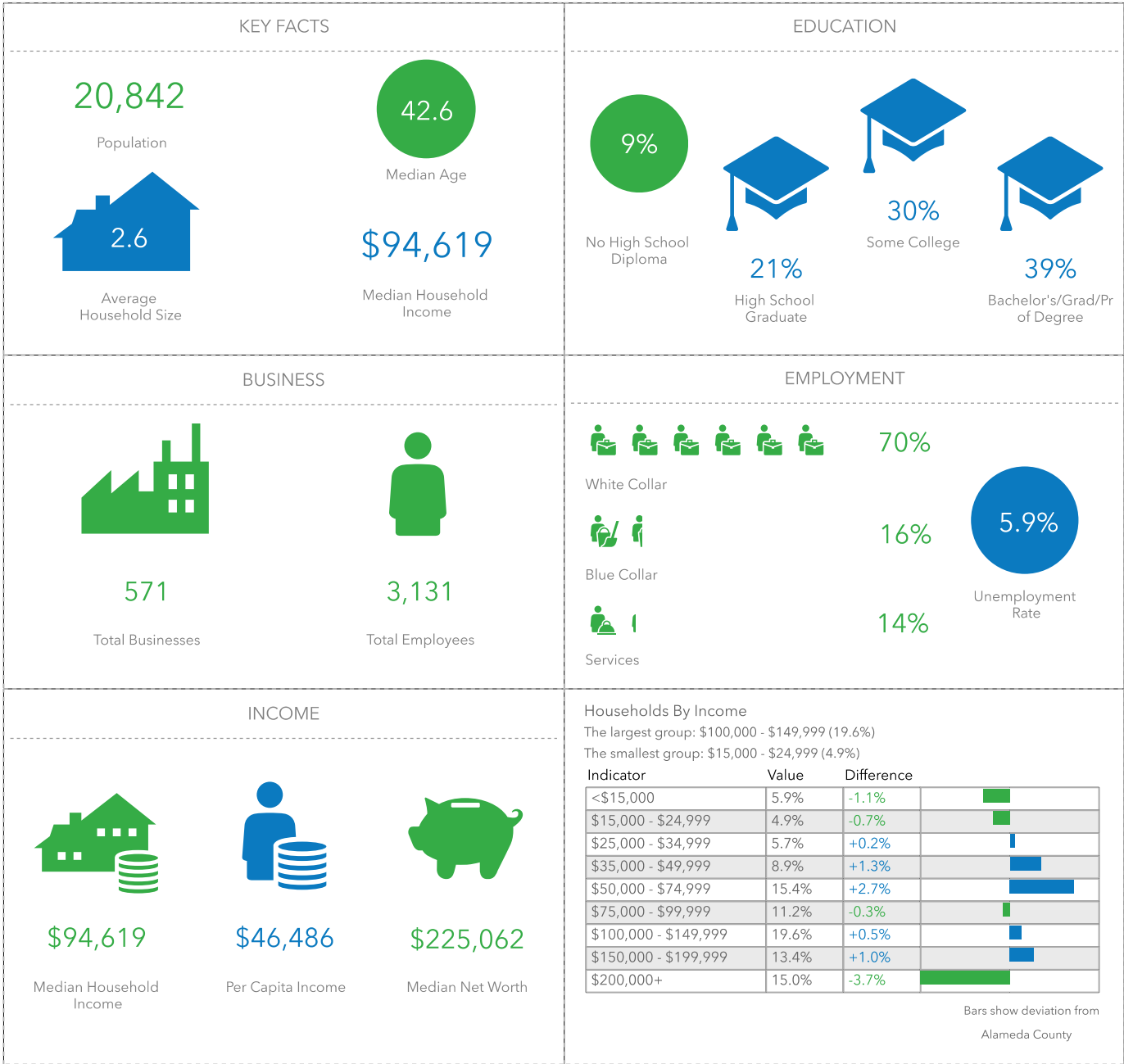
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[DEMOGRAPHICS MAP](#)

[DEMOGRAPHIC_MAP.PDF](#)

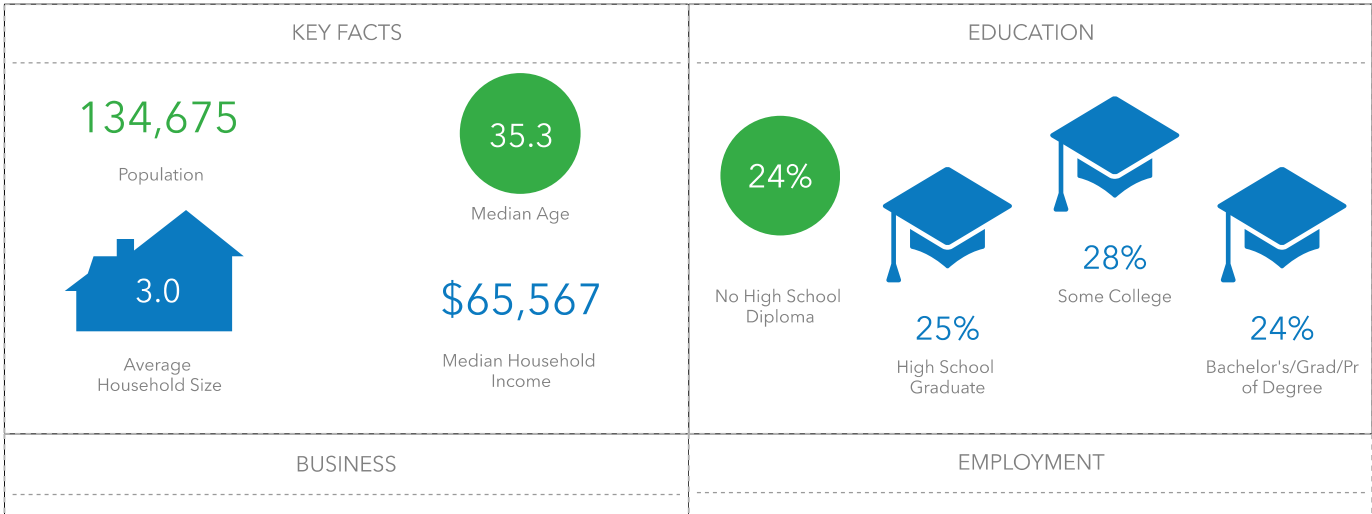
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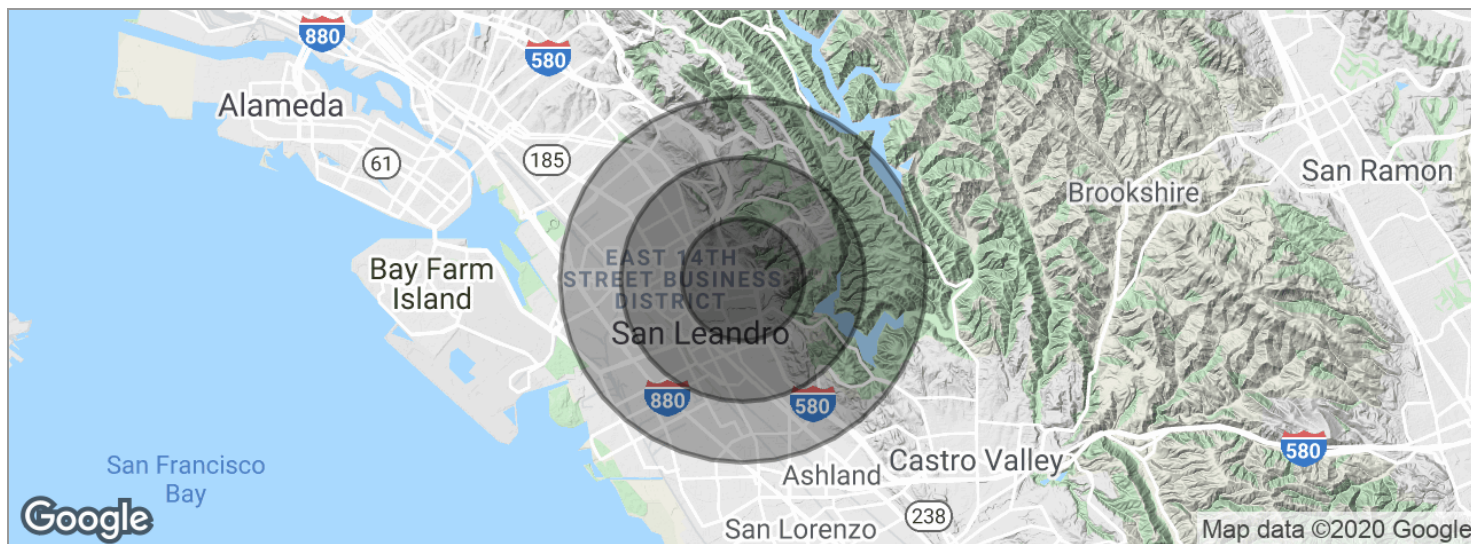


This infographic contains data provided by Esri, Esri and Infogroup. The vintage of the data is 2019, 2024.

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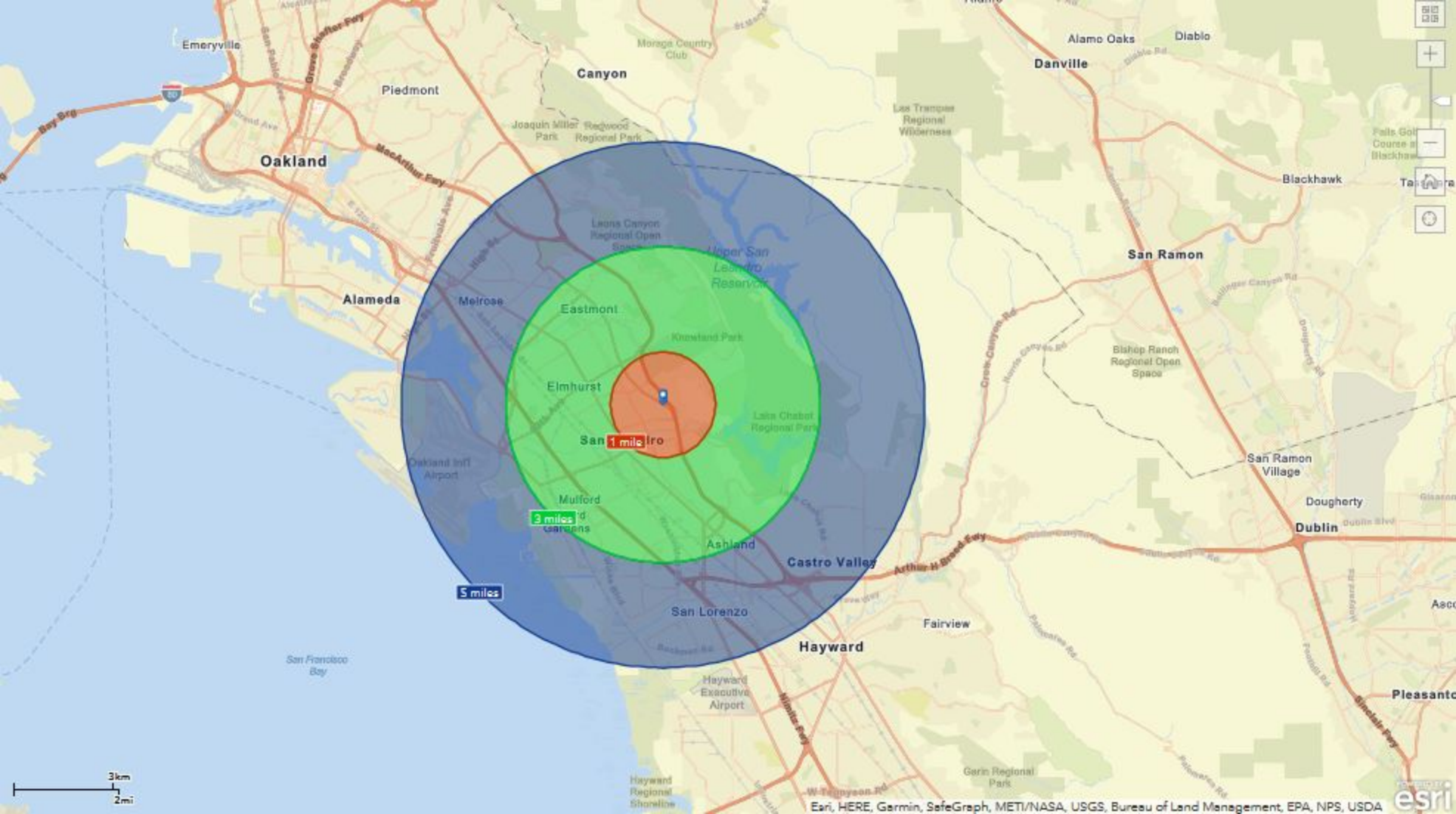


Demographics Map



POPULATION	1 MILE	2 MILES	3 MILES
Total population	16,670	74,994	161,298
Median age	39.2	36.4	35.1
Median age (male)	38.3	35.5	33.8
Median age (Female)	40.0	37.7	36.2
HOUSEHOLDS & INCOME	1 MILE	2 MILES	3 MILES
Total households	6,382	27,416	54,943
# of persons per HH	2.6	2.7	2.9
Average HH income	\$82,503	\$71,880	\$69,217
Average house value	\$556,189	\$529,506	\$491,958

* Demographic data derived from 2010 US Census





Demographic and Income Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Band: 0 - 1 mile radius

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

Summary	Census 2010		2019		2024			
Population	19,956		20,842		21,299			
Households	7,735		8,013		8,137			
Families	4,985		5,153		5,259			
Average Household Size	2.54		2.56		2.58			
Owner Occupied Housing Units	4,786		4,938		5,055			
Renter Occupied Housing Units	2,949		3,075		3,082			
Median Age	41.2		42.6		42.3			
Trends: 2019 - 2024 Annual Rate	Area		State		National			
Population	0.43%		0.67%		0.77%			
Households	0.31%		0.62%		0.75%			
Families	0.41%		0.62%		0.68%			
Owner HHs	0.47%		0.79%		0.92%			
Median Household Income	3.17%		2.99%		2.70%			
Households by Income				2019		2024		
				Number	Percent	Number	Percent	
	<\$15,000			474	5.9%	341	4.2%	
	\$15,000 - \$24,999			390	4.9%	272	3.3%	
	\$25,000 - \$34,999			458	5.7%	353	4.3%	
	\$35,000 - \$49,999			713	8.9%	586	7.2%	
	\$50,000 - \$74,999			1,230	15.4%	1,144	14.1%	
	\$75,000 - \$99,999			899	11.2%	886	10.9%	
	\$100,000 - \$149,999			1,571	19.6%	1,658	20.4%	
	\$150,000 - \$199,999			1,075	13.4%	1,350	16.6%	
\$200,000+			1,201	15.0%	1,545	19.0%		
Median Household Income			\$94,619		\$110,624			
Average Household Income			\$120,845		\$142,416			
Per Capita Income			\$46,486		\$54,427			
Population by Age	Census 2010		2019		2024			
	Number	Percent	Number	Percent	Number	Percent		
	0 - 4		1,247	6.2%	1,149	5.5%	1,197	5.6%
	5 - 9		1,219	6.1%	1,234	5.9%	1,184	5.6%
	10 - 14		1,155	5.8%	1,325	6.4%	1,284	6.0%
	15 - 19		1,205	6.0%	1,211	5.8%	1,260	5.9%
	20 - 24		1,019	5.1%	1,112	5.3%	1,136	5.3%
	25 - 34		2,354	11.8%	2,494	12.0%	2,680	12.6%
	35 - 44		2,890	14.5%	2,510	12.0%	2,602	12.2%
	45 - 54		3,115	15.6%	2,908	14.0%	2,735	12.8%
	55 - 64		2,770	13.9%	2,940	14.1%	2,848	13.4%
	65 - 74		1,410	7.1%	2,297	11.0%	2,415	11.3%
	75 - 84		895	4.5%	1,053	5.1%	1,374	6.5%
	85+		677	3.4%	609	2.9%	585	2.7%
	Race and Ethnicity	Census 2010		2019		2024		
Number		Percent	Number	Percent	Number	Percent		
White Alone		8,196	41.1%	8,334	40.0%	8,301	39.0%	
Black Alone		6,164	30.9%	5,646	27.1%	5,323	25.0%	
American Indian Alone		149	0.7%	148	0.7%	151	0.7%	
Asian Alone		2,053	10.3%	2,816	13.5%	3,313	15.6%	
Pacific Islander Alone		93	0.5%	101	0.5%	108	0.5%	
Some Other Race Alone		2,180	10.9%	2,459	11.8%	2,652	12.5%	
Two or More Races		1,121	5.6%	1,337	6.4%	1,452	6.8%	
Hispanic Origin (Any Race)		4,716	23.6%	5,294	25.4%	5,679	26.7%	

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

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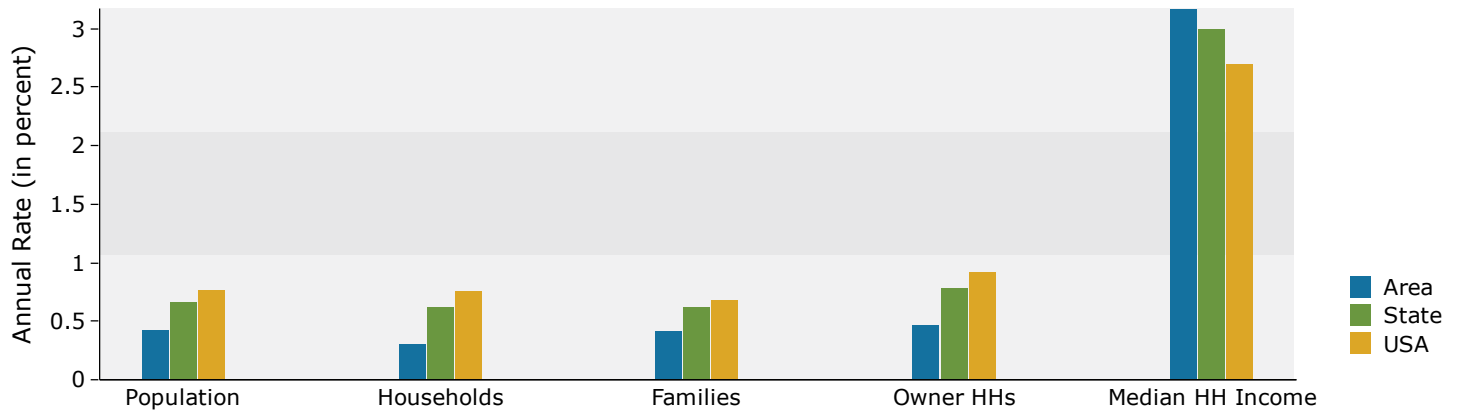


Demographic and Income Profile

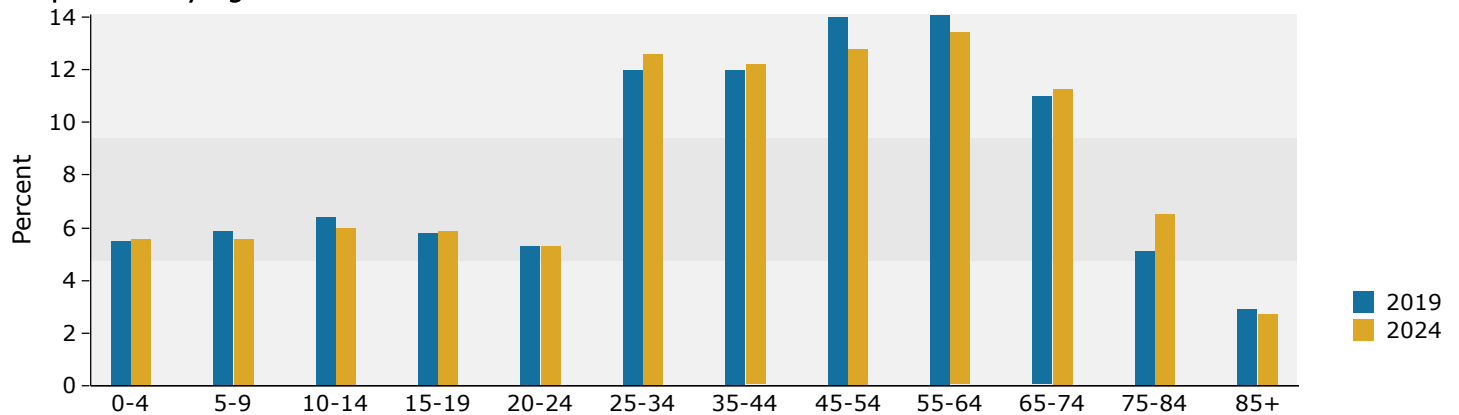
599 MacArthur Blvd, San Leandro, California, 94577
Ring Band: 0 - 1 mile radius

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

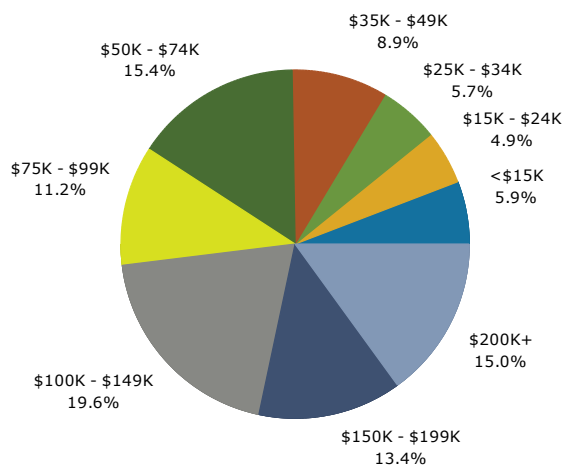
Trends 2019-2024



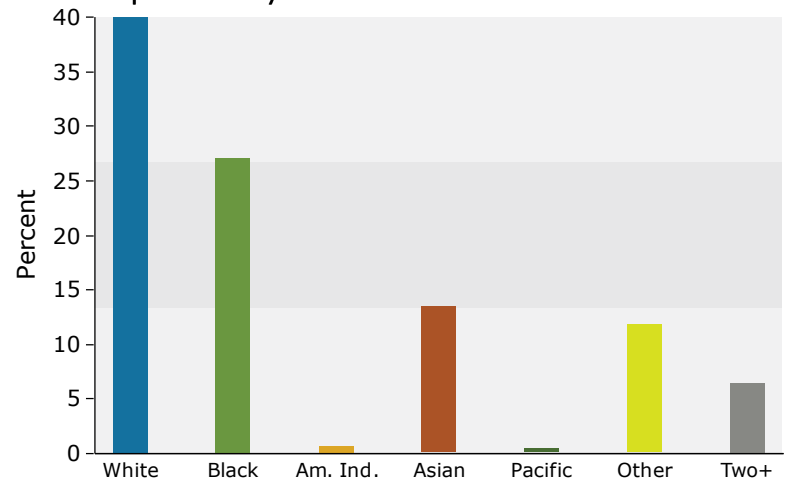
Population by Age



2019 Household Income



2019 Population by Race



2019 Percent Hispanic Origin: 25.4%



Demographic and Income Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Band: 1 - 3 mile radius

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

Summary	Census 2010		2019		2024		
Population	126,520		134,675		138,589		
Households	41,725		43,827		44,741		
Families	28,709		30,111		30,875		
Average Household Size	3.00		3.04		3.07		
Owner Occupied Housing Units	22,018		23,047		23,775		
Renter Occupied Housing Units	19,707		20,780		20,966		
Median Age	34.3		35.3		36.4		
Trends: 2019 - 2024 Annual Rate	Area		State		National		
Population	0.57%		0.67%		0.77%		
Households	0.41%		0.62%		0.75%		
Families	0.50%		0.62%		0.68%		
Owner HHs	0.62%		0.79%		0.92%		
Median Household Income	3.97%		2.99%		2.70%		
Households by Income				2019		2024	
				Number	Percent	Number	Percent
	<\$15,000			4,052	9.2%	3,127	7.0%
	\$15,000 - \$24,999			3,694	8.4%	2,868	6.4%
	\$25,000 - \$34,999			4,046	9.2%	3,400	7.6%
	\$35,000 - \$49,999			5,115	11.7%	4,465	10.0%
	\$50,000 - \$74,999			7,131	16.3%	7,038	15.7%
	\$75,000 - \$99,999			5,886	13.4%	6,260	14.0%
	\$100,000 - \$149,999			7,368	16.8%	8,661	19.4%
	\$150,000 - \$199,999			3,481	7.9%	4,840	10.8%
\$200,000+			3,052	7.0%	4,080	9.1%	
Median Household Income			\$65,567		\$79,651		
Average Household Income			\$88,329		\$105,121		
Per Capita Income			\$28,813		\$34,028		
Population by Age	Census 2010		2019		2024		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	9,576	7.6%	9,388	7.0%	9,672	7.0%
	5 - 9	8,975	7.1%	9,304	6.9%	9,057	6.5%
	10 - 14	8,858	7.0%	9,303	6.9%	9,297	6.7%
	15 - 19	9,457	7.5%	9,056	6.7%	9,083	6.6%
	20 - 24	8,960	7.1%	9,228	6.9%	8,902	6.4%
	25 - 34	18,716	14.8%	20,461	15.2%	20,572	14.8%
	35 - 44	17,963	14.2%	17,988	13.4%	19,303	13.9%
	45 - 54	17,362	13.7%	16,795	12.5%	16,905	12.2%
	55 - 64	13,412	10.6%	15,588	11.6%	15,496	11.2%
	65 - 74	6,928	5.5%	10,567	7.8%	11,958	8.6%
	75 - 84	4,202	3.3%	4,762	3.5%	6,080	4.4%
	85+	2,109	1.7%	2,235	1.7%	2,266	1.6%
	Race and Ethnicity	Census 2010		2019		2024	
Number		Percent	Number	Percent	Number	Percent	
White Alone		34,787	27.5%	36,004	26.7%	36,208	26.1%
Black Alone		37,599	29.7%	34,435	25.6%	32,216	23.2%
American Indian Alone		1,015	0.8%	1,000	0.7%	1,004	0.7%
Asian Alone		18,200	14.4%	23,652	17.6%	26,816	19.3%
Pacific Islander Alone		1,404	1.1%	1,574	1.2%	1,706	1.2%
Some Other Race Alone		26,830	21.2%	30,214	22.4%	32,300	23.3%
Two or More Races		6,685	5.3%	7,797	5.8%	8,337	6.0%
Hispanic Origin (Any Race)		48,525	38.4%	54,331	40.3%	57,775	41.7%

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

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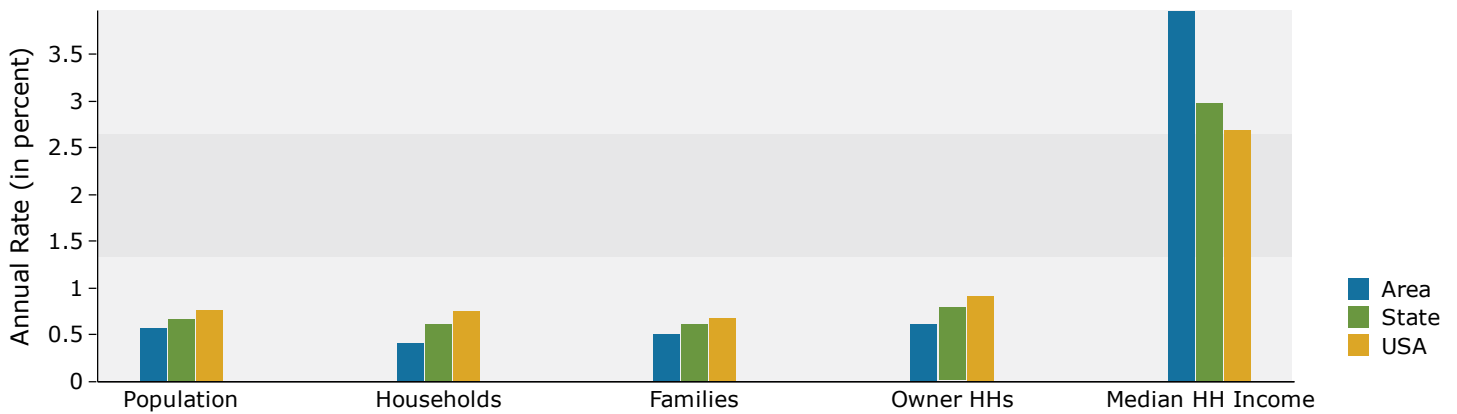


Demographic and Income Profile

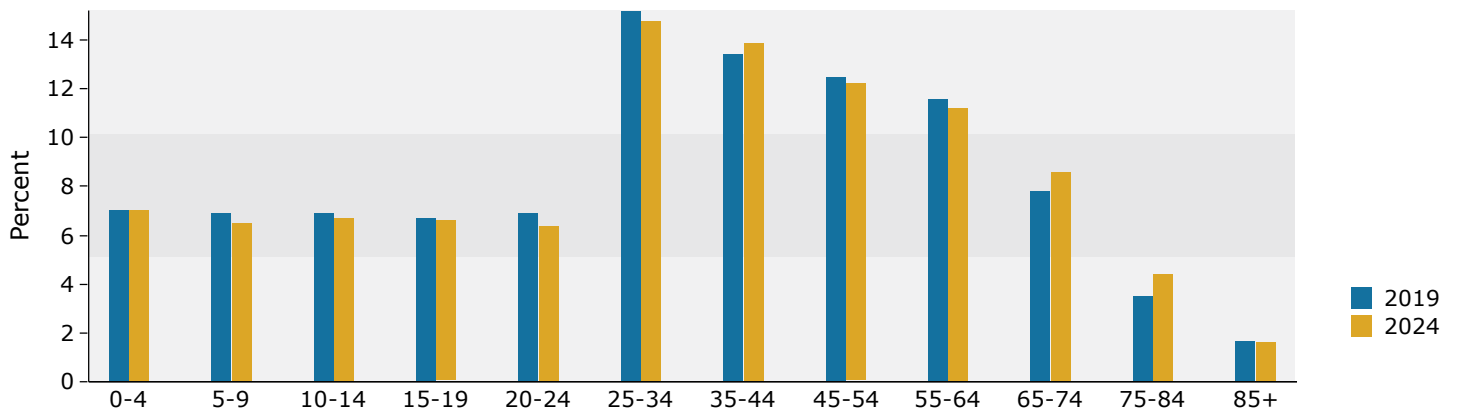
599 MacArthur Blvd, San Leandro, California, 94577
Ring Band: 1 - 3 mile radius

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

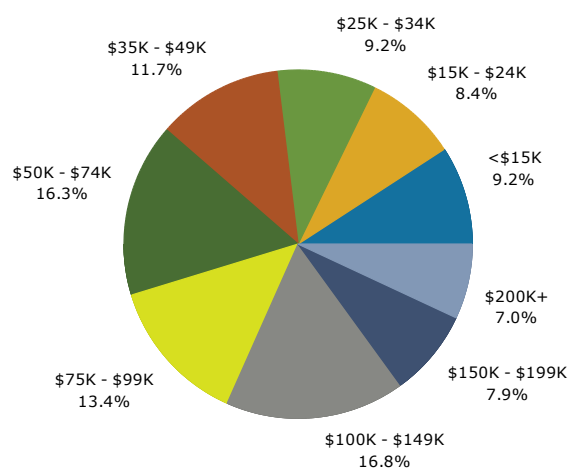
Trends 2019-2024



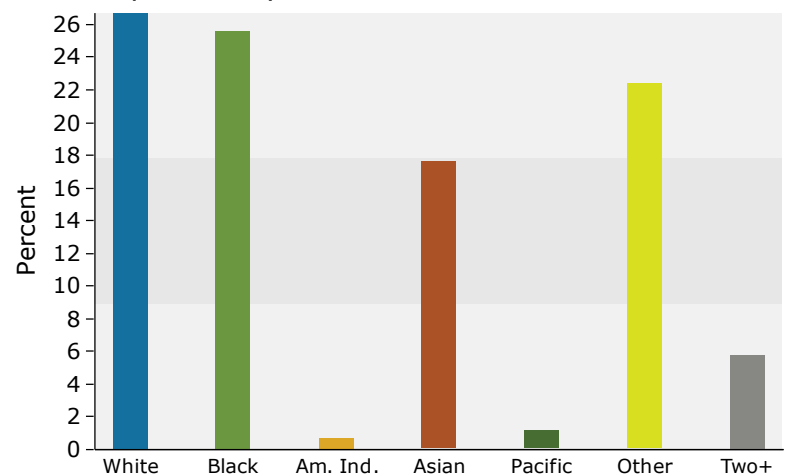
Population by Age



2019 Household Income



2019 Population by Race



2019 Percent Hispanic Origin: 40.3%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020



Demographic and Income Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Band: 3 - 5 mile radius

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

Summary	Census 2010	2019	2024				
Population	189,570	199,562	204,708				
Households	64,800	67,403	68,626				
Families	45,068	46,799	47,853				
Average Household Size	2.88	2.92	2.94				
Owner Occupied Housing Units	36,218	37,629	38,610				
Renter Occupied Housing Units	28,582	29,774	30,017				
Median Age	36.5	37.6	38.4				
Trends: 2019 - 2024 Annual Rate	Area	State	National				
Population	0.51%	0.67%	0.77%				
Households	0.36%	0.62%	0.75%				
Families	0.45%	0.62%	0.68%				
Owner HHs	0.52%	0.79%	0.92%				
Median Household Income	3.09%	2.99%	2.70%				
Households by Income	2019		2024				
	Number	Percent	Number	Percent			
	<\$15,000	5,134	7.6%	3,933	5.7%		
	\$15,000 - \$24,999	4,606	6.8%	3,491	5.1%		
	\$25,000 - \$34,999	4,498	6.7%	3,763	5.5%		
	\$35,000 - \$49,999	6,596	9.8%	5,767	8.4%		
	\$50,000 - \$74,999	10,697	15.9%	10,006	14.6%		
	\$75,000 - \$99,999	9,486	14.1%	9,715	14.2%		
	\$100,000 - \$149,999	12,720	18.9%	14,259	20.8%		
	\$150,000 - \$199,999	6,602	9.8%	8,569	12.5%		
\$200,000+	7,054	10.5%	9,113	13.3%			
Median Household Income	\$79,504		\$92,548				
Average Household Income	\$104,349		\$122,482				
Per Capita Income	\$35,282		\$41,084				
Population by Age	Census 2010		2019		2024		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	12,878	6.8%	12,332	6.2%	12,697	6.2%
	5 - 9	12,624	6.7%	12,536	6.3%	12,153	5.9%
	10 - 14	12,532	6.6%	13,155	6.6%	12,647	6.2%
	15 - 19	13,592	7.2%	13,083	6.6%	12,834	6.3%
	20 - 24	12,769	6.7%	13,120	6.6%	12,789	6.2%
	25 - 34	26,489	14.0%	28,597	14.3%	29,594	14.5%
	35 - 44	26,874	14.2%	26,087	13.1%	27,865	13.6%
	45 - 54	27,982	14.8%	25,849	13.0%	25,367	12.4%
	55 - 64	22,129	11.7%	25,561	12.8%	24,892	12.2%
	65 - 74	11,029	5.8%	17,294	8.7%	19,664	9.6%
	75 - 84	7,158	3.8%	8,023	4.0%	10,231	5.0%
	85+	3,514	1.9%	3,925	2.0%	3,973	1.9%
Race and Ethnicity	Census 2010		2019		2024		
	Number	Percent	Number	Percent	Number	Percent	
	White Alone	75,023	39.6%	74,025	37.1%	72,505	35.4%
	Black Alone	31,909	16.8%	28,131	14.1%	25,956	12.7%
	American Indian Alone	1,645	0.9%	1,568	0.8%	1,549	0.8%
	Asian Alone	37,530	19.8%	48,325	24.2%	54,735	26.7%
	Pacific Islander Alone	1,713	0.9%	1,830	0.9%	1,932	0.9%
	Some Other Race Alone	30,401	16.0%	32,820	16.4%	34,441	16.8%
	Two or More Races	11,350	6.0%	12,863	6.4%	13,590	6.6%
	Hispanic Origin (Any Race)	60,378	31.8%	64,941	32.5%	67,842	33.1%

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

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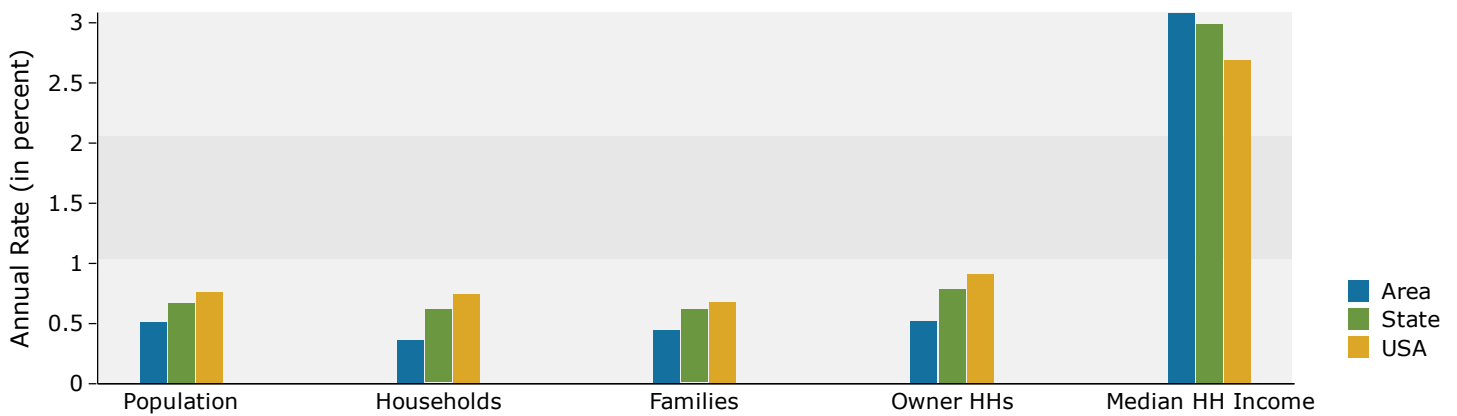


Demographic and Income Profile

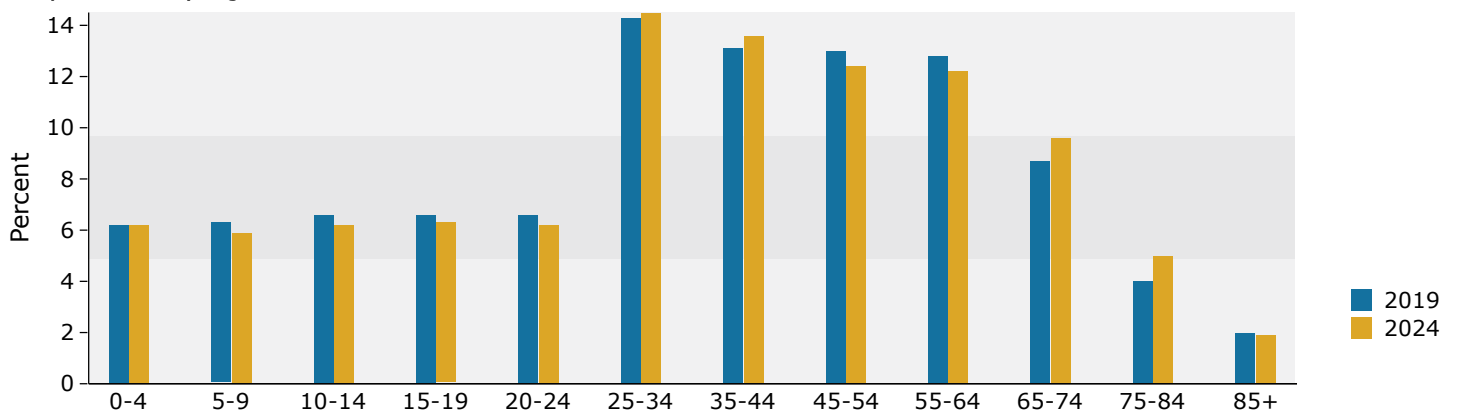
599 MacArthur Blvd, San Leandro, California, 94577
Ring Band: 3 - 5 mile radius

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

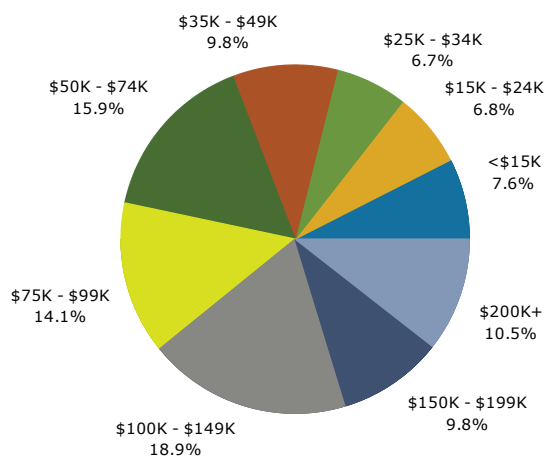
Trends 2019-2024



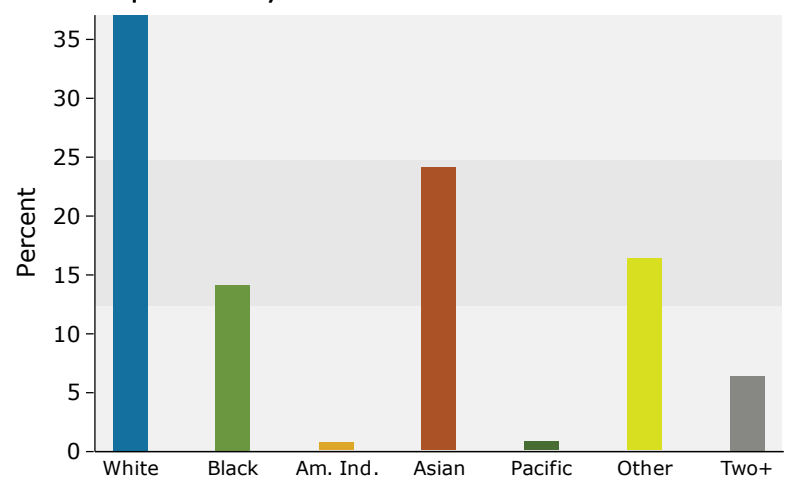
Population by Age



2019 Household Income



2019 Population by Race



2019 Percent Hispanic Origin: 32.5%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020



Demographic and Income Comparison Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
Census 2010 Summary			
Population	19,956	126,520	189,570
Households	7,735	41,725	64,800
Families	4,985	28,709	45,068
Average Household Size	2.54	3.00	2.88
Owner Occupied Housing Units	4,786	22,018	36,218
Renter Occupied Housing Units	2,949	19,707	28,582
Median Age	41.2	34.3	36.5
2019 Summary			
Population	20,842	134,675	199,562
Households	8,013	43,827	67,403
Families	5,153	30,111	46,799
Average Household Size	2.56	3.04	2.92
Owner Occupied Housing Units	4,938	23,047	37,629
Renter Occupied Housing Units	3,075	20,780	29,774
Median Age	42.6	35.3	37.6
Median Household Income	\$94,619	\$65,567	\$79,504
Average Household Income	\$120,845	\$88,329	\$104,349
2024 Summary			
Population	21,299	138,589	204,708
Households	8,137	44,741	68,626
Families	5,259	30,875	47,853
Average Household Size	2.58	3.07	2.94
Owner Occupied Housing Units	5,055	23,775	38,610
Renter Occupied Housing Units	3,082	20,966	30,017
Median Age	42.3	36.4	38.4
Median Household Income	\$110,624	\$79,651	\$92,548
Average Household Income	\$142,416	\$105,121	\$122,482
Trends: 2019-2024 Annual Rate			
Population	0.43%	0.57%	0.51%
Households	0.31%	0.41%	0.36%
Families	0.41%	0.50%	0.45%
Owner Households	0.47%	0.62%	0.52%
Median Household Income	3.17%	3.97%	3.09%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020



Demographic and Income Comparison Profile

599 MacArthur Blvd, San Leandro, California, 94577

Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri

Latitude: 37.73843

Longitude: -122.14410

2019 Households by Income	0 - 1 mile		1 - 3 mile		3 - 5 mile	
	Number	Percent	Number	Percent	Number	Percent
<\$15,000	474	5.9%	4,052	9.2%	5,134	7.6%
\$15,000 - \$24,999	390	4.9%	3,694	8.4%	4,606	6.8%
\$25,000 - \$34,999	458	5.7%	4,046	9.2%	4,498	6.7%
\$35,000 - \$49,999	713	8.9%	5,115	11.7%	6,596	9.8%
\$50,000 - \$74,999	1,230	15.4%	7,131	16.3%	10,697	15.9%
\$75,000 - \$99,999	899	11.2%	5,886	13.4%	9,486	14.1%
\$100,000 - \$149,999	1,571	19.6%	7,368	16.8%	12,720	18.9%
\$150,000 - \$199,999	1,075	13.4%	3,481	7.9%	6,602	9.8%
\$200,000+	1,201	15.0%	3,052	7.0%	7,054	10.5%
Median Household Income	\$94,619		\$65,567		\$79,504	
Average Household Income	\$120,845		\$88,329		\$104,349	
Per Capita Income	\$46,486		\$28,813		\$35,282	

2024 Households by Income	Number		Percent		Number	
	Number	Percent	Number	Percent	Number	Percent
<\$15,000	341	4.2%	3,127	7.0%	3,933	5.7%
\$15,000 - \$24,999	272	3.3%	2,868	6.4%	3,491	5.1%
\$25,000 - \$34,999	353	4.3%	3,400	7.6%	3,763	5.5%
\$35,000 - \$49,999	586	7.2%	4,465	10.0%	5,767	8.4%
\$50,000 - \$74,999	1,144	14.1%	7,038	15.7%	10,006	14.6%
\$75,000 - \$99,999	886	10.9%	6,260	14.0%	9,715	14.2%
\$100,000 - \$149,999	1,658	20.4%	8,661	19.4%	14,259	20.8%
\$150,000 - \$199,999	1,350	16.6%	4,840	10.8%	8,569	12.5%
\$200,000+	1,545	19.0%	4,080	9.1%	9,113	13.3%
Median Household Income	\$110,624		\$79,651		\$92,548	
Average Household Income	\$142,416		\$105,121		\$122,482	
Per Capita Income	\$54,427		\$34,028		\$41,084	

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020



Demographic and Income Comparison Profile

599 MacArthur Blvd, San Leandro, California, 94577

Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri

Latitude: 37.73843

Longitude: -122.14410

2010 Population by Age	0 - 1 mile		1 - 3 mile		3 - 5 mile	
	Number	Percent	Number	Percent	Number	Percent
Age 0 - 4	1,247	6.2%	9,576	7.6%	12,878	6.8%
Age 5 - 9	1,219	6.1%	8,975	7.1%	12,624	6.7%
Age 10 - 14	1,155	5.8%	8,858	7.0%	12,532	6.6%
Age 15 - 19	1,205	6.0%	9,457	7.5%	13,592	7.2%
Age 20 - 24	1,019	5.1%	8,960	7.1%	12,769	6.7%
Age 25 - 34	2,354	11.8%	18,716	14.8%	26,489	14.0%
Age 35 - 44	2,890	14.5%	17,963	14.2%	26,874	14.2%
Age 45 - 54	3,115	15.6%	17,362	13.7%	27,982	14.8%
Age 55 - 64	2,770	13.9%	13,412	10.6%	22,129	11.7%
Age 65 - 74	1,410	7.1%	6,928	5.5%	11,029	5.8%
Age 75 - 84	895	4.5%	4,202	3.3%	7,158	3.8%
Age 85+	677	3.4%	2,109	1.7%	3,514	1.9%

2019 Population by Age	Number		Percent		Number	
	Number	Percent	Number	Percent	Number	Percent
Age 0 - 4	1,149	5.5%	9,388	7.0%	12,332	6.2%
Age 5 - 9	1,234	5.9%	9,304	6.9%	12,536	6.3%
Age 10 - 14	1,325	6.4%	9,303	6.9%	13,155	6.6%
Age 15 - 19	1,211	5.8%	9,056	6.7%	13,083	6.6%
Age 20 - 24	1,112	5.3%	9,228	6.9%	13,120	6.6%
Age 25 - 34	2,494	12.0%	20,461	15.2%	28,597	14.3%
Age 35 - 44	2,510	12.0%	17,988	13.4%	26,087	13.1%
Age 45 - 54	2,908	14.0%	16,795	12.5%	25,849	13.0%
Age 55 - 64	2,940	14.1%	15,588	11.6%	25,561	12.8%
Age 65 - 74	2,297	11.0%	10,567	7.8%	17,294	8.7%
Age 75 - 84	1,053	5.1%	4,762	3.5%	8,023	4.0%
Age 85+	609	2.9%	2,235	1.7%	3,925	2.0%

2024 Population by Age	Number		Percent		Number	
	Number	Percent	Number	Percent	Number	Percent
Age 0 - 4	1,197	5.6%	9,672	7.0%	12,697	6.2%
Age 5 - 9	1,184	5.6%	9,057	6.5%	12,153	5.9%
Age 10 - 14	1,284	6.0%	9,297	6.7%	12,647	6.2%
Age 15 - 19	1,260	5.9%	9,083	6.6%	12,834	6.3%
Age 20 - 24	1,136	5.3%	8,902	6.4%	12,789	6.2%
Age 25 - 34	2,680	12.6%	20,572	14.8%	29,594	14.5%
Age 35 - 44	2,602	12.2%	19,303	13.9%	27,865	13.6%
Age 45 - 54	2,735	12.8%	16,905	12.2%	25,367	12.4%
Age 55 - 64	2,848	13.4%	15,496	11.2%	24,892	12.2%
Age 65 - 74	2,415	11.3%	11,958	8.6%	19,664	9.6%
Age 75 - 84	1,374	6.5%	6,080	4.4%	10,231	5.0%
Age 85+	585	2.7%	2,266	1.6%	3,973	1.9%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020



Demographic and Income Comparison Profile

599 MacArthur Blvd, San Leandro, California, 94577

Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri

Latitude: 37.73843

Longitude: -122.14410

2010 Race and Ethnicity	0 - 1 mile		1 - 3 mile		3 - 5 mile	
	Number	Percent	Number	Percent	Number	Percent
White Alone	8,196	41.1%	34,787	27.5%	75,023	39.6%
Black Alone	6,164	30.9%	37,599	29.7%	31,909	16.8%
American Indian Alone	149	0.7%	1,015	0.8%	1,645	0.9%
Asian Alone	2,053	10.3%	18,200	14.4%	37,530	19.8%
Pacific Islander Alone	93	0.5%	1,404	1.1%	1,713	0.9%
Some Other Race Alone	2,180	10.9%	26,830	21.2%	30,401	16.0%
Two or More Races	1,121	5.6%	6,685	5.3%	11,350	6.0%
Hispanic Origin (Any Race)	4,716	23.6%	48,525	38.4%	60,378	31.8%

2019 Race and Ethnicity	Number		Percent		Number		Percent	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone	8,334	40.0%	36,004	26.7%	74,025	37.1%		
Black Alone	5,646	27.1%	34,435	25.6%	28,131	14.1%		
American Indian Alone	148	0.7%	1,000	0.7%	1,568	0.8%		
Asian Alone	2,816	13.5%	23,652	17.6%	48,325	24.2%		
Pacific Islander Alone	101	0.5%	1,574	1.2%	1,830	0.9%		
Some Other Race Alone	2,459	11.8%	30,214	22.4%	32,820	16.4%		
Two or More Races	1,337	6.4%	7,797	5.8%	12,863	6.4%		
Hispanic Origin (Any Race)	5,294	25.4%	54,331	40.3%	64,942	32.5%		

2024 Race and Ethnicity	Number		Percent		Number		Percent	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone	8,301	39.0%	36,208	26.1%	72,505	35.4%		
Black Alone	5,323	25.0%	32,216	23.2%	25,956	12.7%		
American Indian Alone	151	0.7%	1,004	0.7%	1,549	0.8%		
Asian Alone	3,313	15.6%	26,816	19.3%	54,735	26.7%		
Pacific Islander Alone	108	0.5%	1,706	1.2%	1,932	0.9%		
Some Other Race Alone	2,652	12.5%	32,300	23.3%	34,441	16.8%		
Two or More Races	1,452	6.8%	8,337	6.0%	13,590	6.6%		
Hispanic Origin (Any Race)	5,680	26.7%	57,774	41.7%	67,841	33.1%		

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020



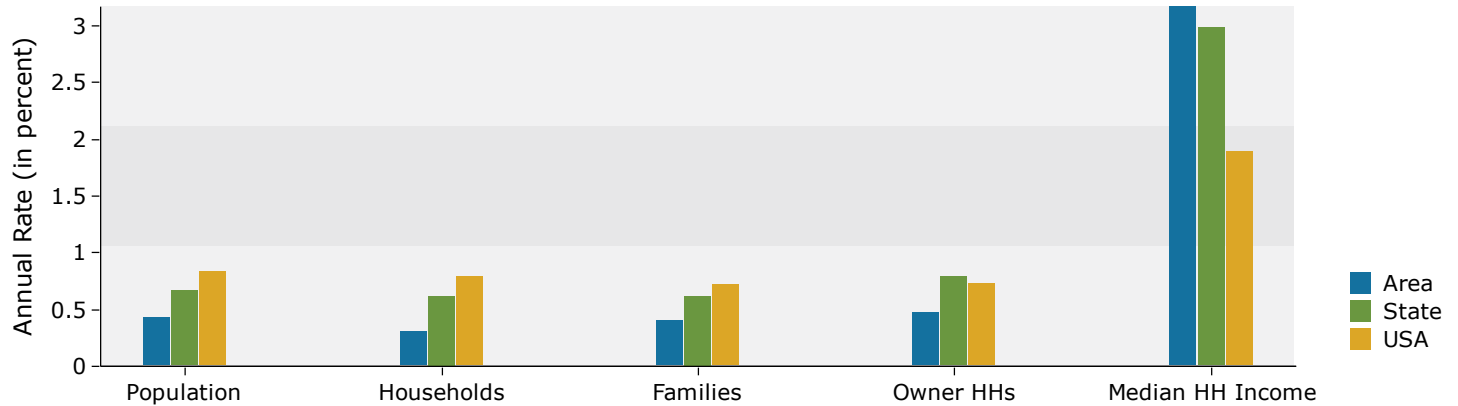
Demographic and Income Comparison Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

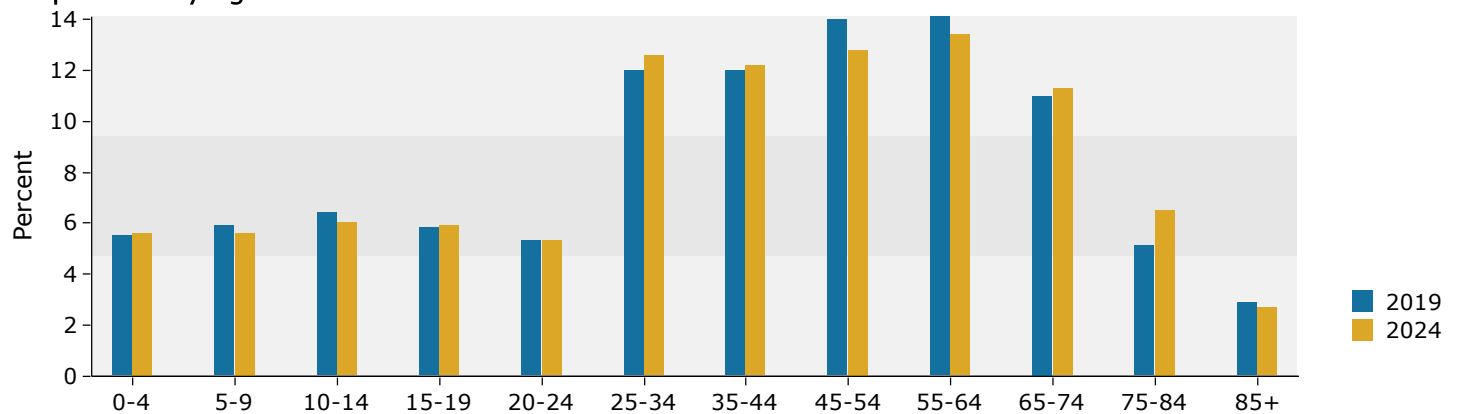
Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

0 - 1 mile

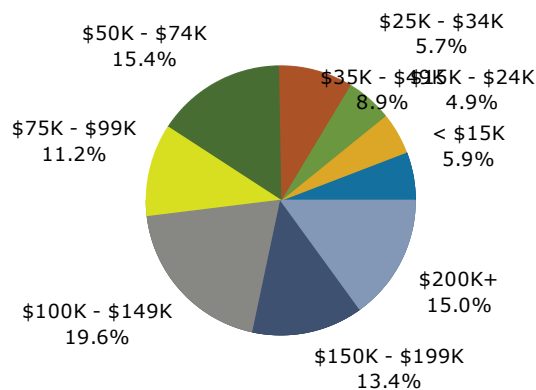
Trends 2019-2024



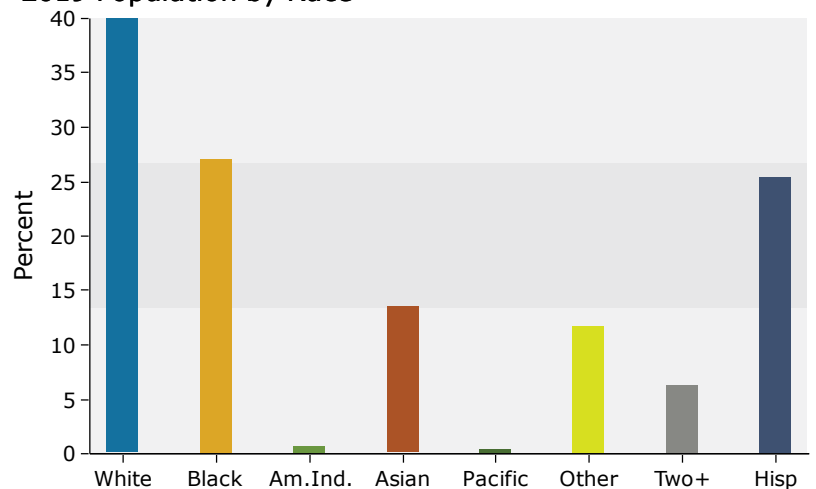
Population by Age



2019 Household Income



2019 Population by Race



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020



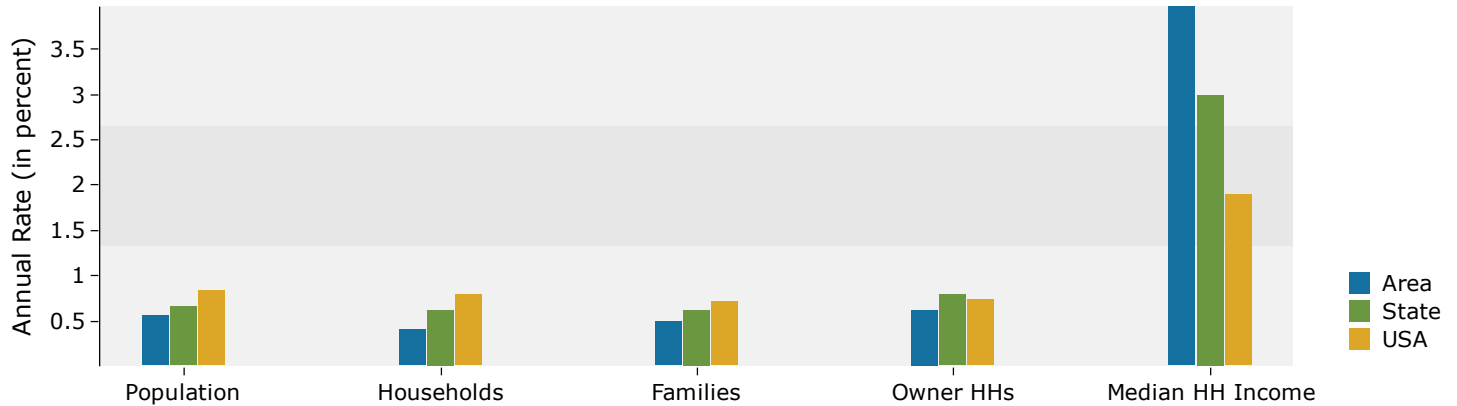
Demographic and Income Comparison Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

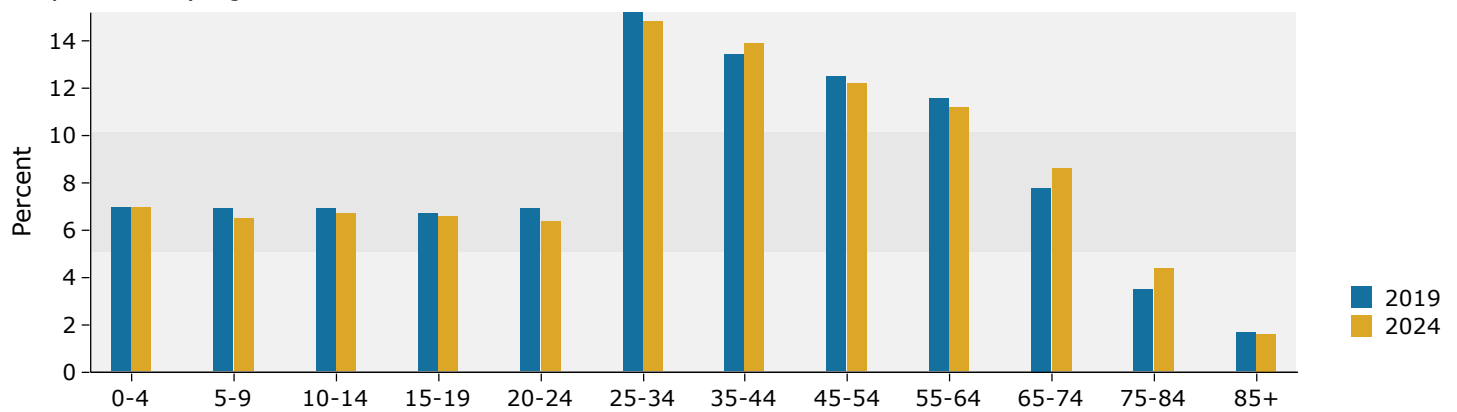
Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

1 - 3 mile

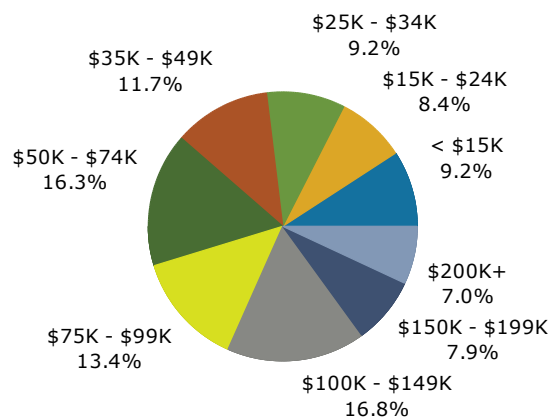
Trends 2019-2024



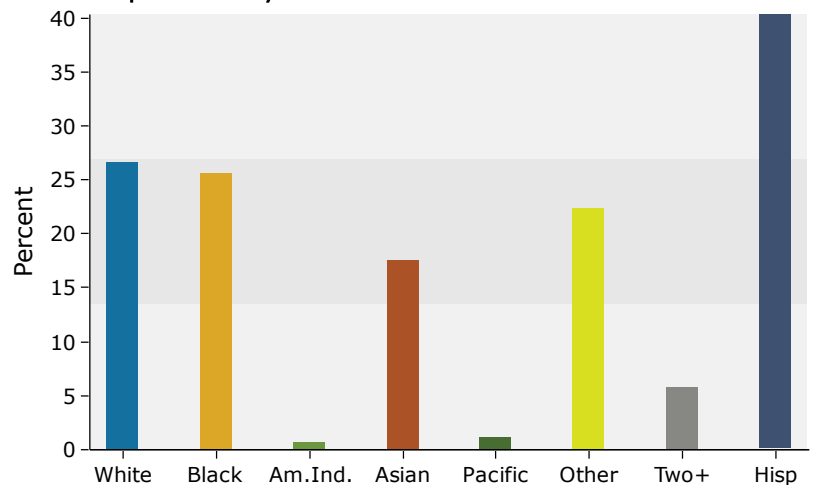
Population by Age



2019 Household Income



2019 Population by Race



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020



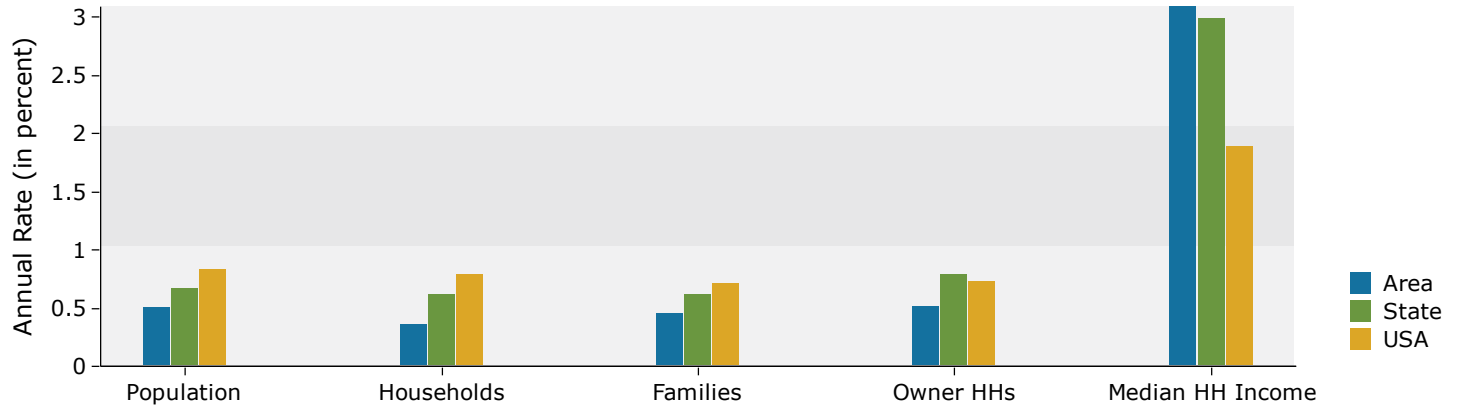
Demographic and Income Comparison Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

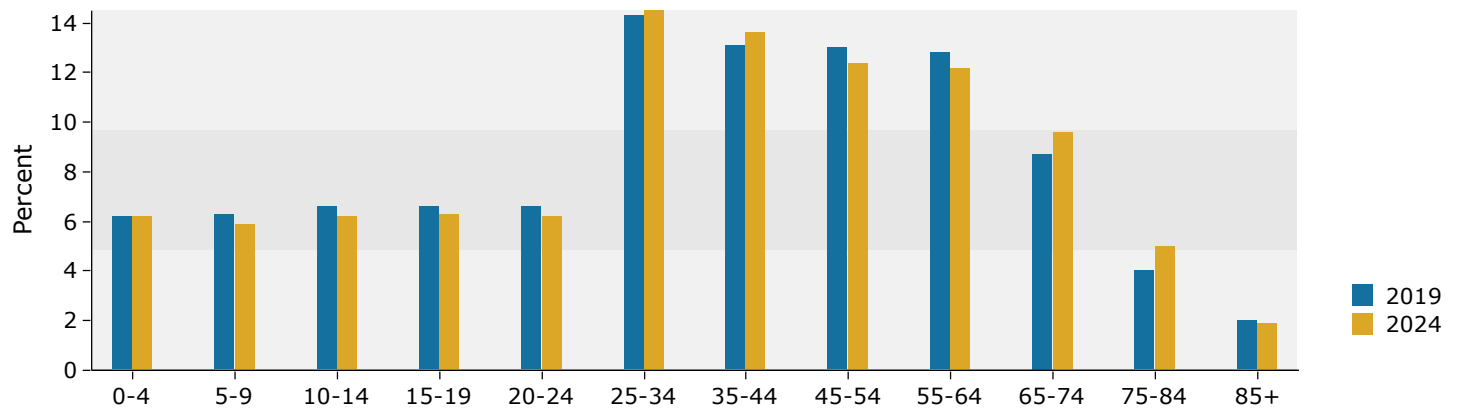
Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

3 - 5 mile

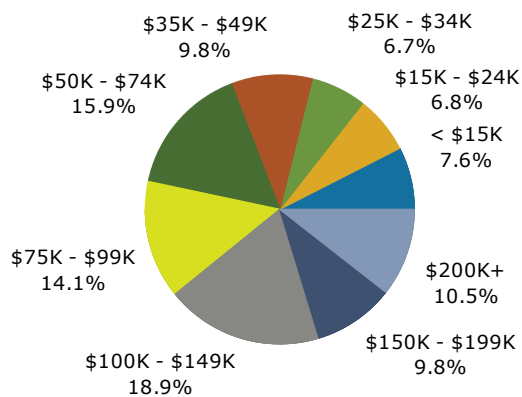
Trends 2019-2024



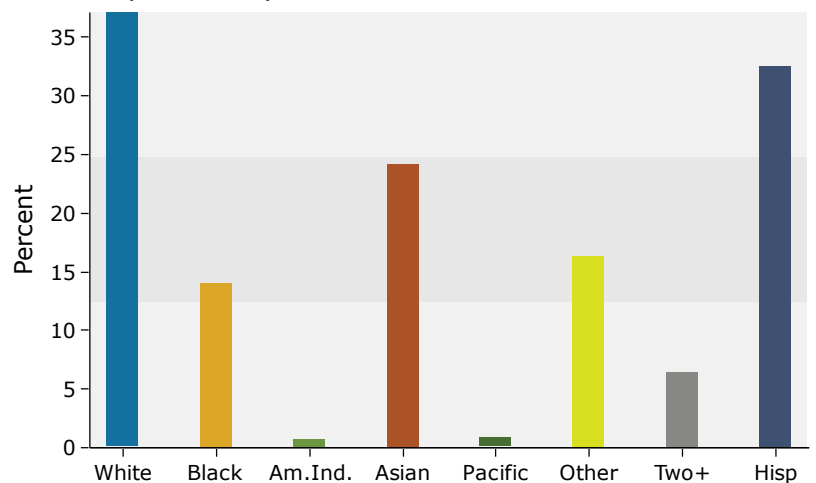
Population by Age



2019 Household Income



2019 Population by Race



Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

April 28, 2020

COMMERCIAL BUILDING WITH FULLY EQUIPPED KITCHEN

ADDITIONAL INFORMATION

5

EXECUTIVE_SUMMARY.PDF

MARKET_PROFILE.PDF

MARKET_REPORT_-_EAST_BAY_-_CA.PDF

ADVISOR BIO 1 - AZIZ

ADVISOR BIO 2 AZIZ

ADVISOR BIO 2



Executive Summary

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
Population			
2000 Population	20,043	125,617	187,750
2010 Population	19,956	126,520	189,570
2019 Population	20,842	134,675	199,562
2024 Population	21,299	138,589	204,708
2000-2010 Annual Rate	-0.04%	0.07%	0.10%
2010-2019 Annual Rate	0.47%	0.68%	0.56%
2019-2024 Annual Rate	0.43%	0.57%	0.51%
2019 Male Population	46.7%	48.9%	48.6%
2019 Female Population	53.3%	51.1%	51.4%
2019 Median Age	42.6	35.3	37.6

In the identified area, the current year population is 199,562. In 2010, the Census count in the area was 189,570. The rate of change since 2010 was 0.56% annually. The five-year projection for the population in the area is 204,708 representing a change of 0.51% annually from 2019 to 2024. Currently, the population is 48.6% male and 51.4% female.

Median Age

The median age in this area is 42.6, compared to U.S. median age of 38.5.

Race and Ethnicity

2019 White Alone	40.0%	26.7%	37.1%
2019 Black Alone	27.1%	25.6%	14.1%
2019 American Indian/Alaska Native Alone	0.7%	0.7%	0.8%
2019 Asian Alone	13.5%	17.6%	24.2%
2019 Pacific Islander Alone	0.5%	1.2%	0.9%
2019 Other Race	11.8%	22.4%	16.4%
2019 Two or More Races	6.4%	5.8%	6.4%
2019 Hispanic Origin (Any Race)	25.4%	40.3%	32.5%

Persons of Hispanic origin represent 32.5% of the population in the identified area compared to 18.6% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 87.9 in the identified area, compared to 64.8 for the U.S. as a whole.

Households

2019 Wealth Index	149	93	120
2000 Households	7,856	42,043	65,445
2010 Households	7,735	41,725	64,800
2019 Total Households	8,013	43,827	67,403
2024 Total Households	8,137	44,741	68,626
2000-2010 Annual Rate	-0.16%	-0.08%	-0.10%
2010-2019 Annual Rate	0.38%	0.53%	0.43%
2019-2024 Annual Rate	0.31%	0.41%	0.36%
2019 Average Household Size	2.56	3.04	2.92

The household count in this area has changed from 64,800 in 2010 to 67,403 in the current year, a change of 0.43% annually. The five-year projection of households is 68,626, a change of 0.36% annually from the current year total. Average household size is currently 2.92, compared to 2.88 in the year 2010. The number of families in the current year is 46,799 in the specified area.

Data Note: Income is expressed in current dollars. Housing Affordability Index and Percent of Income for Mortgage calculations are only available for areas with 50 or more owner-occupied housing units.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024. Esri converted Census 2000 data into 2010 geography.

April 28, 2020



Executive Summary

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
Mortgage Income			
2019 Percent of Income for Mortgage	34.0%	38.1%	37.8%
Median Household Income			
2019 Median Household Income	\$94,619	\$65,567	\$79,504
2024 Median Household Income	\$110,624	\$79,651	\$92,548
2019-2024 Annual Rate	3.17%	3.97%	3.09%
Average Household Income			
2019 Average Household Income	\$120,845	\$88,329	\$104,349
2024 Average Household Income	\$142,416	\$105,121	\$122,482
2019-2024 Annual Rate	3.34%	3.54%	3.26%
Per Capita Income			
2019 Per Capita Income	\$46,486	\$28,813	\$35,282
2024 Per Capita Income	\$54,427	\$34,028	\$41,084
2019-2024 Annual Rate	3.20%	3.38%	3.09%
Households by Income			

Current median household income is \$79,504 in the area, compared to \$60,548 for all U.S. households. Median household income is projected to be \$92,548 in five years, compared to \$69,180 for all U.S. households

Current average household income is \$104,349 in this area, compared to \$87,398 for all U.S. households. Average household income is projected to be \$122,482 in five years, compared to \$99,638 for all U.S. households

Current per capita income is \$35,282 in the area, compared to the U.S. per capita income of \$33,028. The per capita income is projected to be \$41,084 in five years, compared to \$36,530 for all U.S. households

Housing			
2019 Housing Affordability Index	70	62	63
2000 Total Housing Units	8,058	43,468	67,081
2000 Owner Occupied Housing Units	5,097	23,506	38,154
2000 Renter Occupied Housing Units	2,759	18,538	27,291
2000 Vacant Housing Units	202	1,424	1,636
2010 Total Housing Units	8,231	45,841	69,057
2010 Owner Occupied Housing Units	4,786	22,018	36,218
2010 Renter Occupied Housing Units	2,949	19,707	28,582
2010 Vacant Housing Units	496	4,116	4,257
2019 Total Housing Units	8,445	47,659	71,249
2019 Owner Occupied Housing Units	4,938	23,047	37,629
2019 Renter Occupied Housing Units	3,075	20,780	29,774
2019 Vacant Housing Units	432	3,832	3,846
2024 Total Housing Units	8,549	48,510	72,317
2024 Owner Occupied Housing Units	5,055	23,775	38,610
2024 Renter Occupied Housing Units	3,082	20,966	30,017
2024 Vacant Housing Units	412	3,769	3,691

Currently, 52.8% of the 71,249 housing units in the area are owner occupied; 41.8%, renter occupied; and 5.4% are vacant. Currently, in the U.S., 56.4% of the housing units in the area are owner occupied; 32.4% are renter occupied; and 11.2% are vacant. In 2010, there were 69,057 housing units in the area - 52.4% owner occupied, 41.4% renter occupied, and 6.2% vacant. The annual rate of change in housing units since 2010 is 1.40%. Median home value in the area is \$614,979, compared to a median home value of \$234,154 for the U.S. In five years, median value is projected to change by 1.43% annually to \$660,157.

Data Note: Income is expressed in current dollars. Housing Affordability Index and Percent of Income for Mortgage calculations are only available for areas with 50 or more owner-occupied housing units.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024. Esri converted Census 2000 data into 2010 geography.

April 28, 2020



Market Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
Population Summary			
2000 Total Population	20,043	125,617	187,750
2010 Total Population	19,956	126,520	189,570
2019 Total Population	20,842	134,675	199,562
2019 Group Quarters	315	1,411	2,704
2024 Total Population	21,299	138,589	204,708
2019-2024 Annual Rate	0.43%	0.57%	0.51%
2019 Total Daytime Population	13,931	123,695	158,855
Workers	3,386	51,700	54,463
Residents	10,545	71,995	104,392
Household Summary			
2000 Households	7,856	42,043	65,445
2000 Average Household Size	2.51	2.95	2.82
2010 Households	7,735	41,725	64,800
2010 Average Household Size	2.54	3.00	2.88
2019 Households	8,013	43,827	67,403
2019 Average Household Size	2.56	3.04	2.92
2024 Households	8,137	44,741	68,626
2024 Average Household Size	2.58	3.07	2.94
2019-2024 Annual Rate	0.31%	0.41%	0.36%
2010 Families	4,985	28,709	45,068
2010 Average Family Size	3.12	3.57	3.40
2019 Families	5,153	30,111	46,799
2019 Average Family Size	3.15	3.63	3.45
2024 Families	5,259	30,875	47,853
2024 Average Family Size	3.17	3.65	3.47
2019-2024 Annual Rate	0.41%	0.50%	0.45%
Housing Unit Summary			
2000 Housing Units	8,058	43,468	67,081
Owner Occupied Housing Units	63.3%	54.1%	56.9%
Renter Occupied Housing Units	34.2%	42.6%	40.7%
Vacant Housing Units	2.5%	3.3%	2.4%
2010 Housing Units	8,231	45,841	69,057
Owner Occupied Housing Units	58.1%	48.0%	52.4%
Renter Occupied Housing Units	35.8%	43.0%	41.4%
Vacant Housing Units	6.0%	9.0%	6.2%
2019 Housing Units	8,445	47,659	71,249
Owner Occupied Housing Units	58.5%	48.4%	52.8%
Renter Occupied Housing Units	36.4%	43.6%	41.8%
Vacant Housing Units	5.1%	8.0%	5.4%
2024 Housing Units	8,549	48,510	72,317
Owner Occupied Housing Units	59.1%	49.0%	53.4%
Renter Occupied Housing Units	36.1%	43.2%	41.5%
Vacant Housing Units	4.8%	7.8%	5.1%
Median Household Income			
2019	\$94,619	\$65,567	\$79,504
2024	\$110,624	\$79,651	\$92,548
Median Home Value			
2019	\$658,032	\$510,089	\$614,979
2024	\$703,071	\$585,379	\$660,157
Per Capita Income			
2019	\$46,486	\$28,813	\$35,282
2024	\$54,427	\$34,028	\$41,084
Median Age			
2010	41.2	34.3	36.5
2019	42.6	35.3	37.6
2024	42.3	36.4	38.4

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

April 28, 2020



Market Profile

599 MacArthur Blvd, San Leandro, California, 94577

Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri

Latitude: 37.73843

Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
2019 Households by Income			
Household Income Base	8,012	43,824	67,392
<\$15,000	5.9%	9.2%	7.6%
\$15,000 - \$24,999	4.9%	8.4%	6.8%
\$25,000 - \$34,999	5.7%	9.2%	6.7%
\$35,000 - \$49,999	8.9%	11.7%	9.8%
\$50,000 - \$74,999	15.4%	16.3%	15.9%
\$75,000 - \$99,999	11.2%	13.4%	14.1%
\$100,000 - \$149,999	19.6%	16.8%	18.9%
\$150,000 - \$199,999	13.4%	7.9%	9.8%
\$200,000+	15.0%	7.0%	10.5%
Average Household Income	\$120,845	\$88,329	\$104,349
2024 Households by Income			
Household Income Base	8,136	44,738	68,615
<\$15,000	4.2%	7.0%	5.7%
\$15,000 - \$24,999	3.3%	6.4%	5.1%
\$25,000 - \$34,999	4.3%	7.6%	5.5%
\$35,000 - \$49,999	7.2%	10.0%	8.4%
\$50,000 - \$74,999	14.1%	15.7%	14.6%
\$75,000 - \$99,999	10.9%	14.0%	14.2%
\$100,000 - \$149,999	20.4%	19.4%	20.8%
\$150,000 - \$199,999	16.6%	10.8%	12.5%
\$200,000+	19.0%	9.1%	13.3%
Average Household Income	\$142,416	\$105,121	\$122,482
2019 Owner Occupied Housing Units by Value			
Total	4,938	23,046	37,629
<\$50,000	0.6%	1.8%	1.0%
\$50,000 - \$99,999	0.3%	0.9%	0.2%
\$100,000 - \$149,999	0.3%	1.2%	0.3%
\$150,000 - \$199,999	0.4%	1.4%	0.5%
\$200,000 - \$249,999	1.5%	5.1%	1.8%
\$250,000 - \$299,999	1.3%	4.6%	2.2%
\$300,000 - \$399,999	7.9%	18.1%	10.0%
\$400,000 - \$499,999	13.2%	15.7%	15.3%
\$500,000 - \$749,999	38.7%	30.3%	40.5%
\$750,000 - \$999,999	23.0%	15.0%	19.2%
\$1,000,000 - \$1,499,999	6.0%	3.8%	6.7%
\$1,500,000 - \$1,999,999	2.2%	0.6%	1.1%
\$2,000,000 +	4.5%	1.5%	1.1%
Average Home Value	\$753,728	\$575,658	\$664,857
2024 Owner Occupied Housing Units by Value			
Total	5,055	23,774	38,610
<\$50,000	0.2%	0.6%	0.3%
\$50,000 - \$99,999	0.1%	0.2%	0.0%
\$100,000 - \$149,999	0.1%	0.6%	0.1%
\$150,000 - \$199,999	0.1%	0.7%	0.2%
\$200,000 - \$249,999	0.6%	2.2%	0.7%
\$250,000 - \$299,999	0.6%	2.6%	1.0%
\$300,000 - \$399,999	4.7%	15.5%	6.2%
\$400,000 - \$499,999	11.3%	15.8%	12.8%
\$500,000 - \$749,999	39.9%	34.6%	44.7%
\$750,000 - \$999,999	28.0%	19.9%	23.1%
\$1,000,000 - \$1,499,999	7.4%	5.0%	8.2%
\$1,500,000 - \$1,999,999	2.4%	0.6%	1.5%
\$2,000,000 +	4.8%	1.7%	1.1%
Average Home Value	\$805,869	\$641,479	\$719,889

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

April 28, 2020



Market Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
2010 Population by Age			
Total	19,955	126,521	189,571
0 - 4	6.2%	7.6%	6.8%
5 - 9	6.1%	7.1%	6.7%
10 - 14	5.8%	7.0%	6.6%
15 - 24	11.1%	14.6%	13.9%
25 - 34	11.8%	14.8%	14.0%
35 - 44	14.5%	14.2%	14.2%
45 - 54	15.6%	13.7%	14.8%
55 - 64	13.9%	10.6%	11.7%
65 - 74	7.1%	5.5%	5.8%
75 - 84	4.5%	3.3%	3.8%
85 +	3.4%	1.7%	1.9%
18 +	78.1%	73.8%	75.6%
2019 Population by Age			
Total	20,842	134,675	199,562
0 - 4	5.5%	7.0%	6.2%
5 - 9	5.9%	6.9%	6.3%
10 - 14	6.4%	6.9%	6.6%
15 - 24	11.1%	13.6%	13.1%
25 - 34	12.0%	15.2%	14.3%
35 - 44	12.0%	13.4%	13.1%
45 - 54	14.0%	12.5%	13.0%
55 - 64	14.1%	11.6%	12.8%
65 - 74	11.0%	7.8%	8.7%
75 - 84	5.1%	3.5%	4.0%
85 +	2.9%	1.7%	2.0%
18 +	78.7%	75.1%	77.1%
2024 Population by Age			
Total	21,300	138,591	204,706
0 - 4	5.6%	7.0%	6.2%
5 - 9	5.6%	6.5%	5.9%
10 - 14	6.0%	6.7%	6.2%
15 - 24	11.2%	13.0%	12.5%
25 - 34	12.6%	14.8%	14.5%
35 - 44	12.2%	13.9%	13.6%
45 - 54	12.8%	12.2%	12.4%
55 - 64	13.4%	11.2%	12.2%
65 - 74	11.3%	8.6%	9.6%
75 - 84	6.5%	4.4%	5.0%
85 +	2.7%	1.6%	1.9%
18 +	79.2%	75.8%	78.0%
2010 Population by Sex			
Males	9,259	61,675	91,903
Females	10,697	64,845	97,667
2019 Population by Sex			
Males	9,726	65,796	96,987
Females	11,116	68,879	102,575
2024 Population by Sex			
Males	10,002	67,827	99,845
Females	11,297	70,762	104,863

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

April 28, 2020



Market Profile

599 MacArthur Blvd, San Leandro, California, 94577
Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri
Latitude: 37.73843
Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
2010 Population by Race/Ethnicity			
Total	19,956	126,520	189,571
White Alone	41.1%	27.5%	39.6%
Black Alone	30.9%	29.7%	16.8%
American Indian Alone	0.7%	0.8%	0.9%
Asian Alone	10.3%	14.4%	19.8%
Pacific Islander Alone	0.5%	1.1%	0.9%
Some Other Race Alone	10.9%	21.2%	16.0%
Two or More Races	5.6%	5.3%	6.0%
Hispanic Origin	23.6%	38.4%	31.8%
Diversity Index	82.4	90.3	87.3
2019 Population by Race/Ethnicity			
Total	20,841	134,676	199,562
White Alone	40.0%	26.7%	37.1%
Black Alone	27.1%	25.6%	14.1%
American Indian Alone	0.7%	0.7%	0.8%
Asian Alone	13.5%	17.6%	24.2%
Pacific Islander Alone	0.5%	1.2%	0.9%
Some Other Race Alone	11.8%	22.4%	16.4%
Two or More Races	6.4%	5.8%	6.4%
Hispanic Origin	25.4%	40.3%	32.5%
Diversity Index	84.4	91.3	87.9
2024 Population by Race/Ethnicity			
Total	21,300	138,587	204,708
White Alone	39.0%	26.1%	35.4%
Black Alone	25.0%	23.2%	12.7%
American Indian Alone	0.7%	0.7%	0.8%
Asian Alone	15.6%	19.3%	26.7%
Pacific Islander Alone	0.5%	1.2%	0.9%
Some Other Race Alone	12.5%	23.3%	16.8%
Two or More Races	6.8%	6.0%	6.6%
Hispanic Origin	26.7%	41.7%	33.1%
Diversity Index	85.5	91.8	88.1
2010 Population by Relationship and Household Type			
Total	19,956	126,520	189,570
In Households	98.4%	98.9%	98.5%
In Family Households	80.9%	85.4%	84.7%
Householder	25.0%	22.7%	23.8%
Spouse	16.3%	13.5%	15.4%
Child	30.3%	35.0%	33.2%
Other relative	6.3%	9.9%	8.5%
Nonrelative	3.1%	4.4%	3.9%
In Nonfamily Households	17.4%	13.5%	13.8%
In Group Quarters	1.6%	1.1%	1.5%
Institutionalized Population	1.2%	0.5%	0.5%
Noninstitutionalized Population	0.4%	0.7%	1.0%

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

April 28, 2020



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Prepared by Aziz Khatri
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Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
2019 Population 25+ by Educational Attainment			
Total	14,811	88,394	135,336
Less than 9th Grade	4.1%	12.3%	10.5%
9th - 12th Grade, No Diploma	5.1%	11.4%	7.9%
High School Graduate	18.8%	22.3%	20.6%
GED/Alternative Credential	2.6%	2.3%	2.0%
Some College, No Degree	22.5%	21.2%	20.9%
Associate Degree	7.5%	6.4%	7.2%
Bachelor's Degree	23.7%	15.5%	19.9%
Graduate/Professional Degree	15.6%	8.7%	11.0%
2019 Population 15+ by Marital Status			
Total	17,133	106,680	161,539
Never Married	35.0%	42.6%	38.5%
Married	47.3%	43.4%	46.6%
Widowed	5.4%	4.8%	5.1%
Divorced	12.3%	9.2%	9.7%
2019 Civilian Population 16+ in Labor Force			
Civilian Employed	94.1%	93.6%	94.3%
Civilian Unemployed (Unemployment Rate)	5.9%	6.4%	5.7%
2019 Employed Population 16+ by Industry			
Total	10,553	64,251	97,595
Agriculture/Mining	0.2%	0.6%	0.5%
Construction	6.7%	10.3%	9.0%
Manufacturing	6.1%	8.3%	8.6%
Wholesale Trade	2.5%	2.3%	2.6%
Retail Trade	8.6%	9.9%	9.6%
Transportation/Utilities	9.2%	9.6%	7.4%
Information	2.8%	1.8%	2.8%
Finance/Insurance/Real Estate	5.5%	4.4%	5.6%
Services	51.6%	49.1%	50.1%
Public Administration	6.9%	3.7%	3.7%
2019 Employed Population 16+ by Occupation			
Total	10,554	64,251	97,594
White Collar	68.1%	50.7%	58.1%
Management/Business/Financial	16.9%	10.1%	12.8%
Professional	25.3%	17.0%	20.8%
Sales	9.6%	9.4%	10.0%
Administrative Support	16.3%	14.1%	14.4%
Services	16.1%	23.2%	20.4%
Blue Collar	15.8%	26.0%	21.5%
Farming/Forestry/Fishing	0.0%	0.4%	0.5%
Construction/Extraction	4.2%	7.7%	6.1%
Installation/Maintenance/Repair	3.3%	3.1%	2.9%
Production	2.8%	6.3%	5.2%
Transportation/Material Moving	5.5%	8.5%	6.8%
2010 Population By Urban/ Rural Status			
Total Population	19,956	126,520	189,570
Population Inside Urbanized Area	100.0%	100.0%	100.0%
Population Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Population	0.0%	0.0%	0.0%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

April 28, 2020



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Ring Bands: 0-1, 1-3, 3-5 mile radii

Prepared by Aziz Khatri

Latitude: 37.73843

Longitude: -122.14410

	0 - 1 mile	1 - 3 mile	3 - 5 mile
2010 Households by Type			
Total	7,735	41,725	64,800
Households with 1 Person	28.2%	24.4%	23.2%
Households with 2+ People	71.8%	75.6%	76.8%
Family Households	64.4%	68.8%	69.5%
Husband-wife Families	42.0%	40.7%	45.0%
With Related Children	19.0%	22.4%	23.2%
Other Family (No Spouse Present)	22.5%	28.1%	24.6%
Other Family with Male Householder	6.0%	7.6%	6.9%
With Related Children	2.9%	4.2%	3.6%
Other Family with Female Householder	16.5%	20.5%	17.7%
With Related Children	9.5%	12.7%	10.7%
Nonfamily Households	7.4%	6.8%	7.3%
All Households with Children	32.0%	39.9%	38.0%
Multigenerational Households	5.4%	8.3%	7.2%
Unmarried Partner Households	7.2%	8.2%	7.8%
Male-female	5.5%	7.0%	6.3%
Same-sex	1.7%	1.3%	1.4%
2010 Households by Size			
Total	7,733	41,725	64,802
1 Person Household	28.2%	24.4%	23.2%
2 Person Household	32.5%	26.1%	28.4%
3 Person Household	16.9%	16.7%	17.7%
4 Person Household	11.9%	13.9%	14.8%
5 Person Household	5.8%	8.7%	8.0%
6 Person Household	2.7%	4.6%	3.9%
7 + Person Household	2.1%	5.5%	4.0%
2010 Households by Tenure and Mortgage Status			
Total	7,735	41,725	64,800
Owner Occupied	61.9%	52.8%	55.9%
Owned with a Mortgage/Loan	49.8%	41.2%	42.7%
Owned Free and Clear	12.1%	11.5%	13.2%
Renter Occupied	38.1%	47.2%	44.1%
2010 Housing Units By Urban/ Rural Status			
Total Housing Units	8,231	45,841	69,057
Housing Units Inside Urbanized Area	100.0%	100.0%	100.0%
Housing Units Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Housing Units	0.0%	0.0%	0.0%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

April 28, 2020



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Prepared by Aziz Khatri
Latitude: 37.73843
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	0 - 1 mile	1 - 3 mile	3 - 5 mile
Top 3 Tapestry Segments			
1.	Pleasantville (2B)	International Marketplace	City Lights (8A)
2.	City Lights (8A)	City Lights (8A)	International Marketplace
3.	Family Foundations (12A)	Fresh Ambitions (13D)	Pleasantville (2B)
2019 Consumer Spending			
Apparel & Services: Total \$	\$23,318,765	\$98,257,876	\$175,286,645
Average Spent	\$2,910.12	\$2,241.95	\$2,600.58
Spending Potential Index	136	105	121
Education: Total \$	\$19,969,850	\$77,045,178	\$142,971,860
Average Spent	\$2,492.18	\$1,757.94	\$2,121.15
Spending Potential Index	156	110	133
Entertainment/Recreation: Total \$	\$35,331,440	\$139,109,576	\$253,808,973
Average Spent	\$4,409.26	\$3,174.06	\$3,765.54
Spending Potential Index	135	97	115
Food at Home: Total \$	\$55,188,632	\$231,507,014	\$411,760,978
Average Spent	\$6,887.39	\$5,282.29	\$6,108.94
Spending Potential Index	133	102	118
Food Away from Home: Total \$	\$39,036,515	\$164,197,973	\$292,591,603
Average Spent	\$4,871.65	\$3,746.50	\$4,340.93
Spending Potential Index	133	102	118
Health Care: Total \$	\$61,097,888	\$237,074,578	\$431,386,401
Average Spent	\$7,624.85	\$5,409.33	\$6,400.11
Spending Potential Index	128	91	108
HH Furnishings & Equipment: Total \$	\$22,498,272	\$91,189,768	\$163,926,302
Average Spent	\$2,807.72	\$2,080.68	\$2,432.03
Spending Potential Index	132	98	114
Personal Care Products & Services: Total \$	\$9,222,017	\$37,851,378	\$67,909,724
Average Spent	\$1,150.88	\$863.65	\$1,007.52
Spending Potential Index	130	97	114
Shelter: Total \$	\$215,250,847	\$887,852,185	\$1,598,436,674
Average Spent	\$26,862.70	\$20,258.11	\$23,714.62
Spending Potential Index	145	109	128
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$25,720,830	\$97,791,430	\$181,521,108
Average Spent	\$3,209.89	\$2,231.31	\$2,693.07
Spending Potential Index	129	90	109
Travel: Total \$	\$25,571,311	\$100,108,278	\$184,042,647
Average Spent	\$3,191.23	\$2,284.17	\$2,730.48
Spending Potential Index	142	102	122
Vehicle Maintenance & Repairs: Total \$	\$11,507,846	\$47,283,312	\$84,674,163
Average Spent	\$1,436.15	\$1,078.86	\$1,256.24
Spending Potential Index	126	94	110

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2016 and 2017 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

April 28, 2020



Retail Submarket Report

San Leandro

East Bay - CA

PREPARED BY



Aziz Khatri
Director



RETAIL SUBMARKET REPORT

Submarket Key Statistics	2
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Construction	7
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Overview

San Leandro Retail

12 Mo Deliveries in SF

16.5 K

12 Mo Net Absorption in SF

46.8 K

Vacancy Rate

2.6%

12 Mo Rent Growth

2.5%

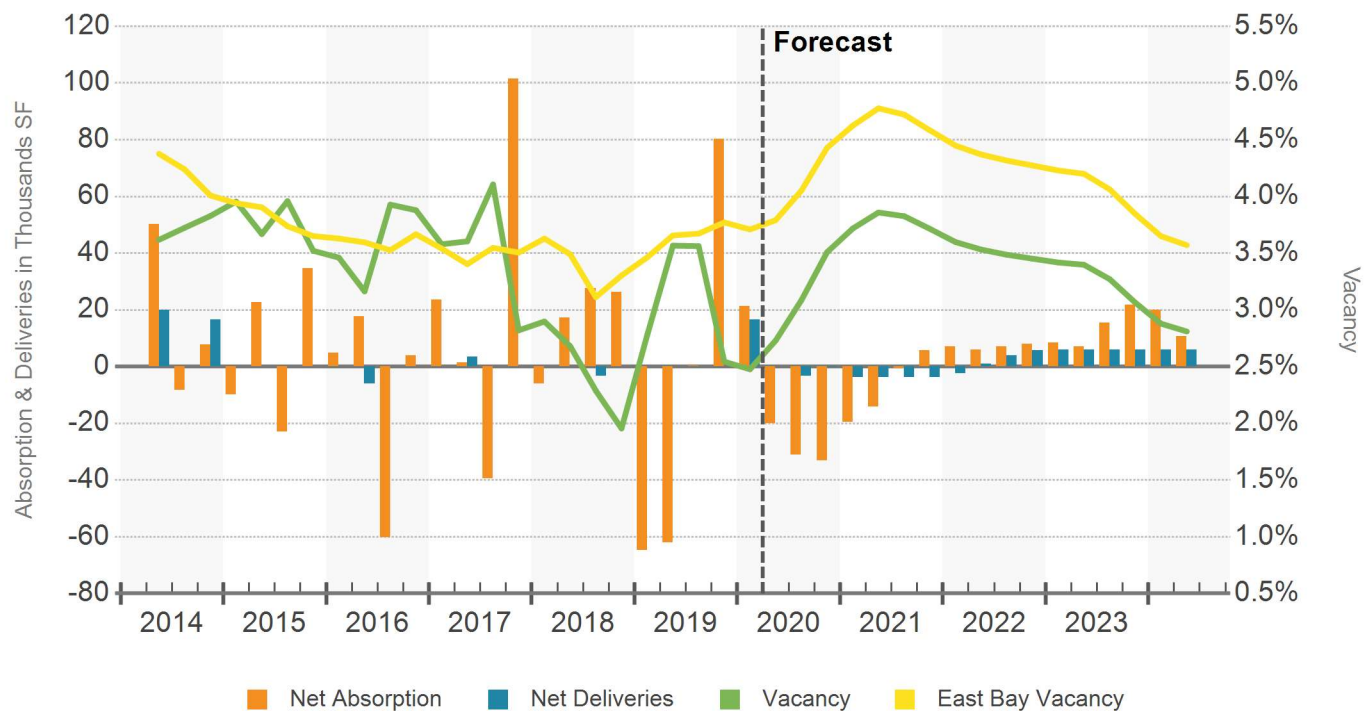
KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	911,719	2.7%	\$3.05	2.7%	0	0	0
Power Center	697,860	0.7%	\$1.51	34.6%	0	0	0
Neighborhood Center	1,760,470	4.6%	\$2.62	5.8%	0	0	0
Strip Center	813,432	2.3%	\$1.80	2.3%	0	0	0
General Retail	3,550,223	2.1%	\$1.88	3.1%	(12,184)	0	3,515
Other	167,089	2.4%	\$3.11	3.2%	0	0	0
Submarket	7,900,793	2.6%	\$2.17	6.4%	(12,184)	0	3,515

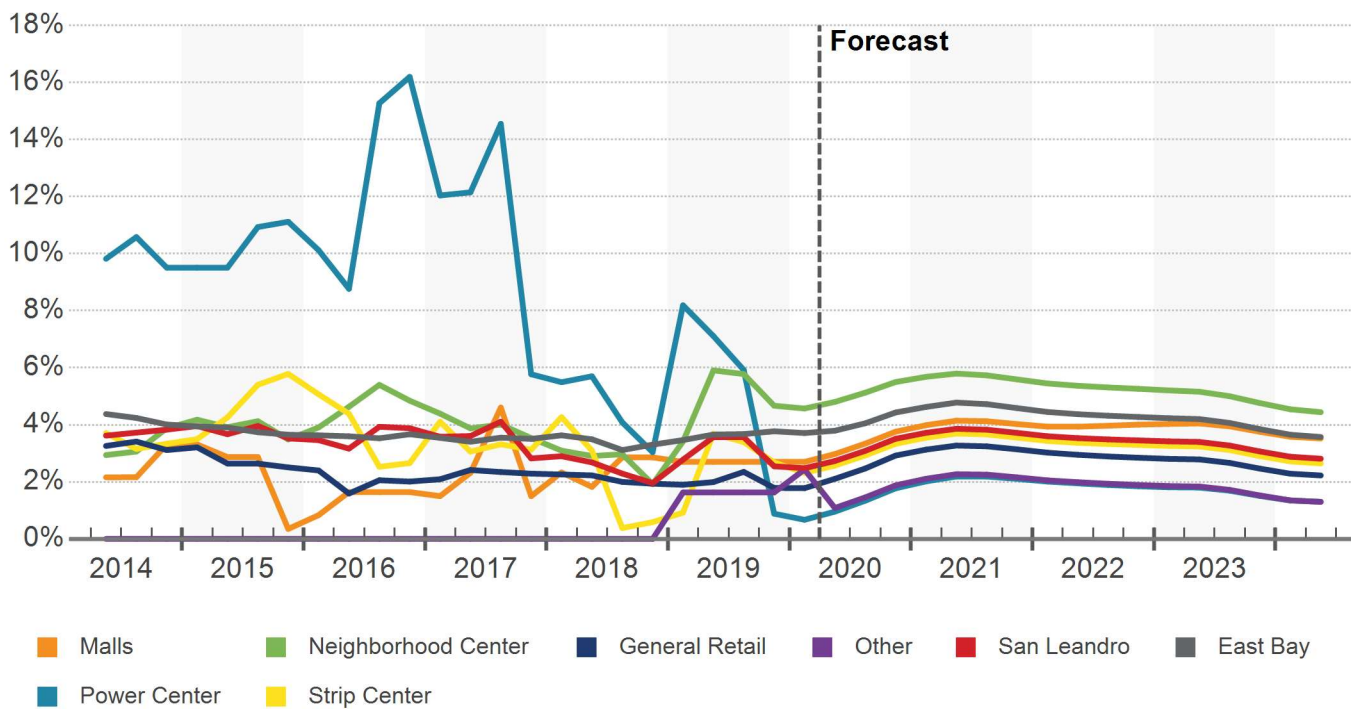
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.4%	3.2%	3.3%	4.5%	2010 Q1	1.6%	2007 Q3
Net Absorption SF	46.8 K	7,713	11,159	224,421	2007 Q3	(187,960)	2009 Q3
Deliveries SF	16.5 K	7,351	22,591	36,349	2015 Q1	0	2019 Q4
Rent Growth	2.5%	1.5%	1.3%	6.4%	2019 Q4	-6.0%	2009 Q3
Sales Volume	\$39 M	\$30.9M	N/A	\$139.4M	2019 Q3	\$1.9M	2009 Q3



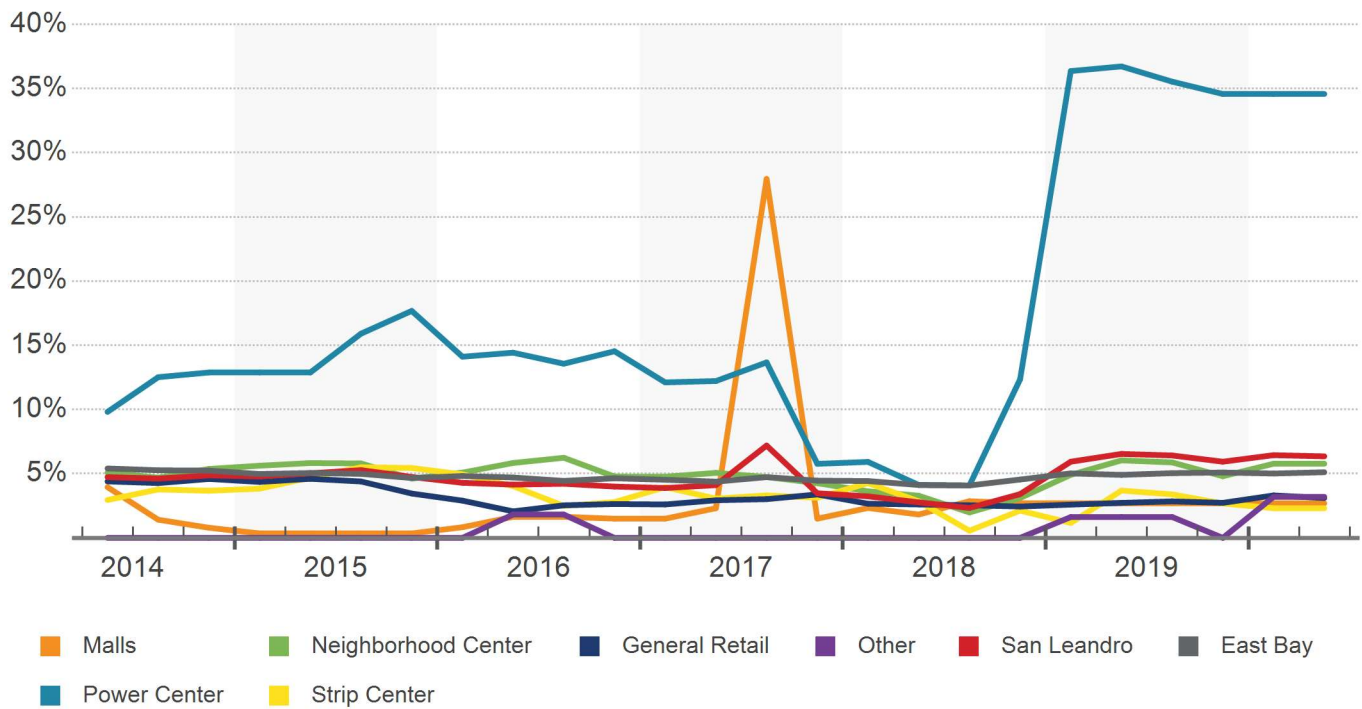
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



AVAILABILITY RATE



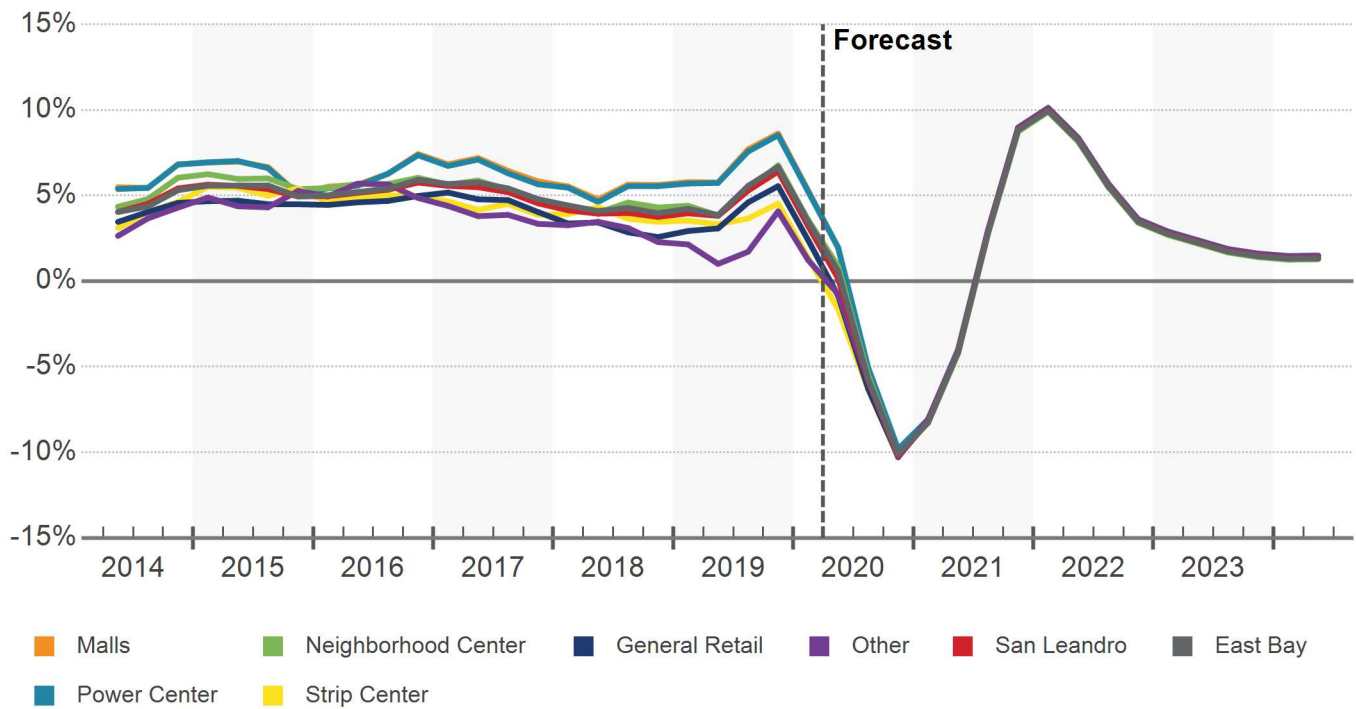
4 & 5 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	GLA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
1245-1299 Marina Blvd	★★★★☆	129,963	1	2,718	2.1%	0

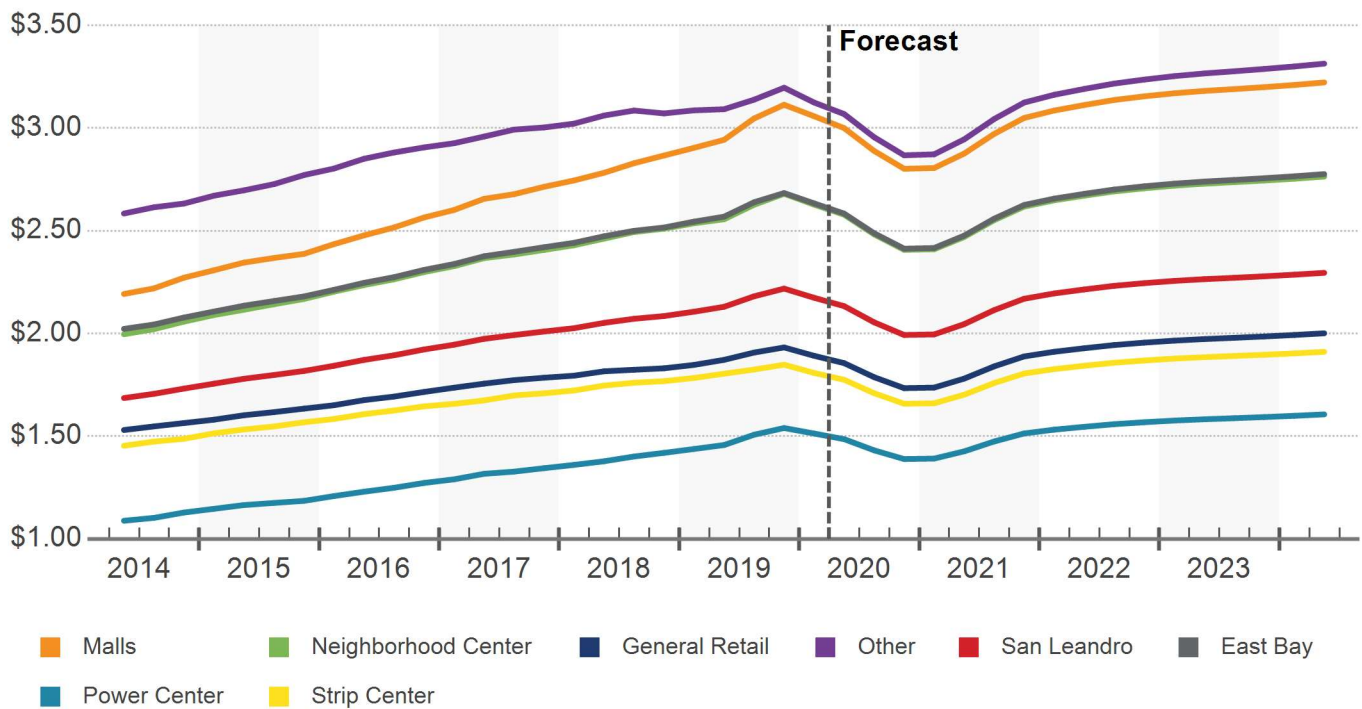
3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	GLA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
Gate510 1933 Davis St	★ ★ ★ ★ ★	576,685	9	11,165	3.7%	50,114
Parrott Center 101 Parrott St	★ ★ ★ ★ ★	23,550	2	9,118	15.5%	8,622
15100 Hesperian Blvd	★ ★ ★ ★ ★	17,578	1	3,437	12.9%	6,728
1200 Fairmont Dr	★ ★ ★ ★ ★	14,251	1	4,746	13.3%	4,746
20800-20966 Mission Blvd	★ ★ ★ ★ ★	77,726	2	4,965	7.6%	4,365
15100 Hesperian Blvd	★ ★ ★ ★ ★	17,849	1	8,749	25.4%	3,531
15070 Hesperian Blvd	★ ★ ★ ★ ★	15,055	1	1,212	0%	2,620
1042 Marina Blvd	★ ★ ★ ★ ★	3,600	1	3,600	40.0%	1,120
14964-14972 E 14th St	★ ★ ★ ★ ★	4,500	1	840	3.7%	261
14812 E 14th St	★ ★ ★ ★ ★	2,832	1	2,800	19.8%	0
Greenhouse Marketplace 699 Lewelling Blvd	★ ★ ★ ★ ★	73,038	1	1,160	25.4%	0
15100 Hesperian Blvd	★ ★ ★ ★ ★	59,828	1	4,876	3.3%	(4,876)
15556-15598 Hesperian Blvd	★ ★ ★ ★ ★	46,860	1	18,000	50.6%	(15,809)

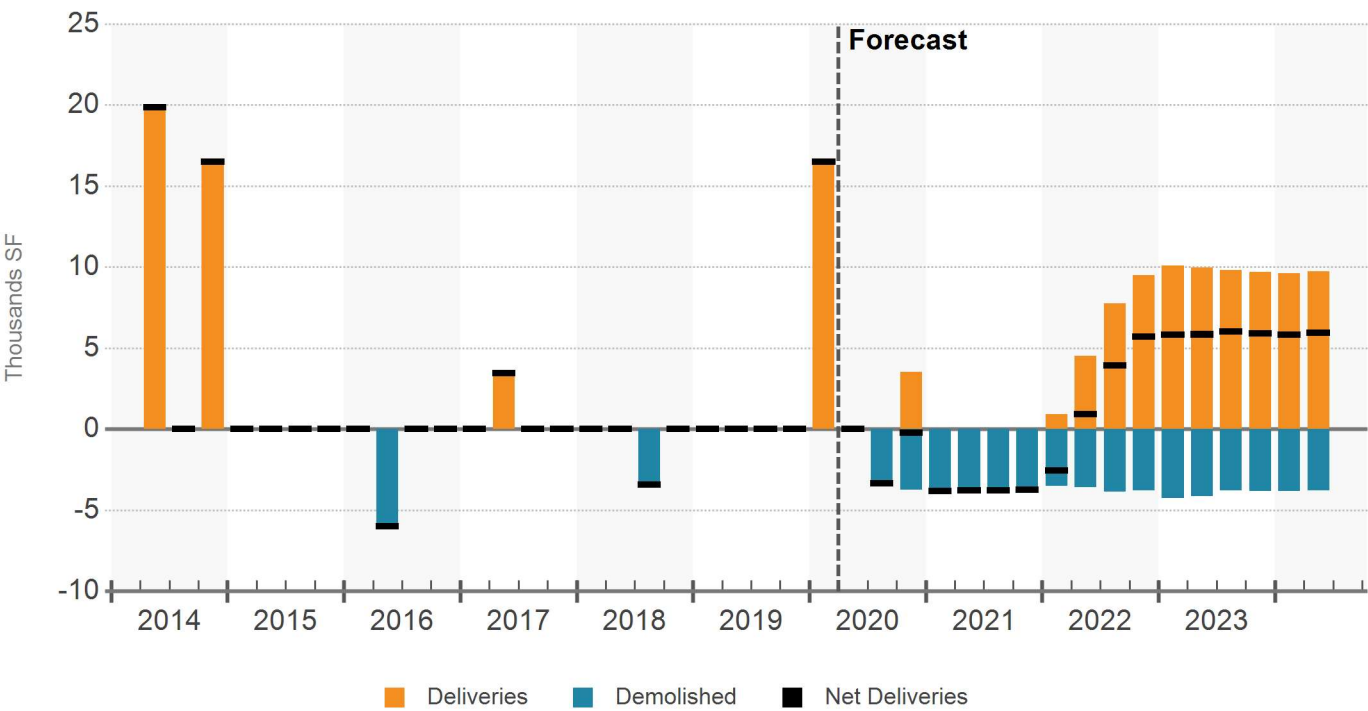
MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FOOT



DELIVERIES & DEMOLITIONS



Construction

San Leandro Retail

All-Time Annual Avg. SF

7,336

Delivered SF Past 8 Qtrs

16,500

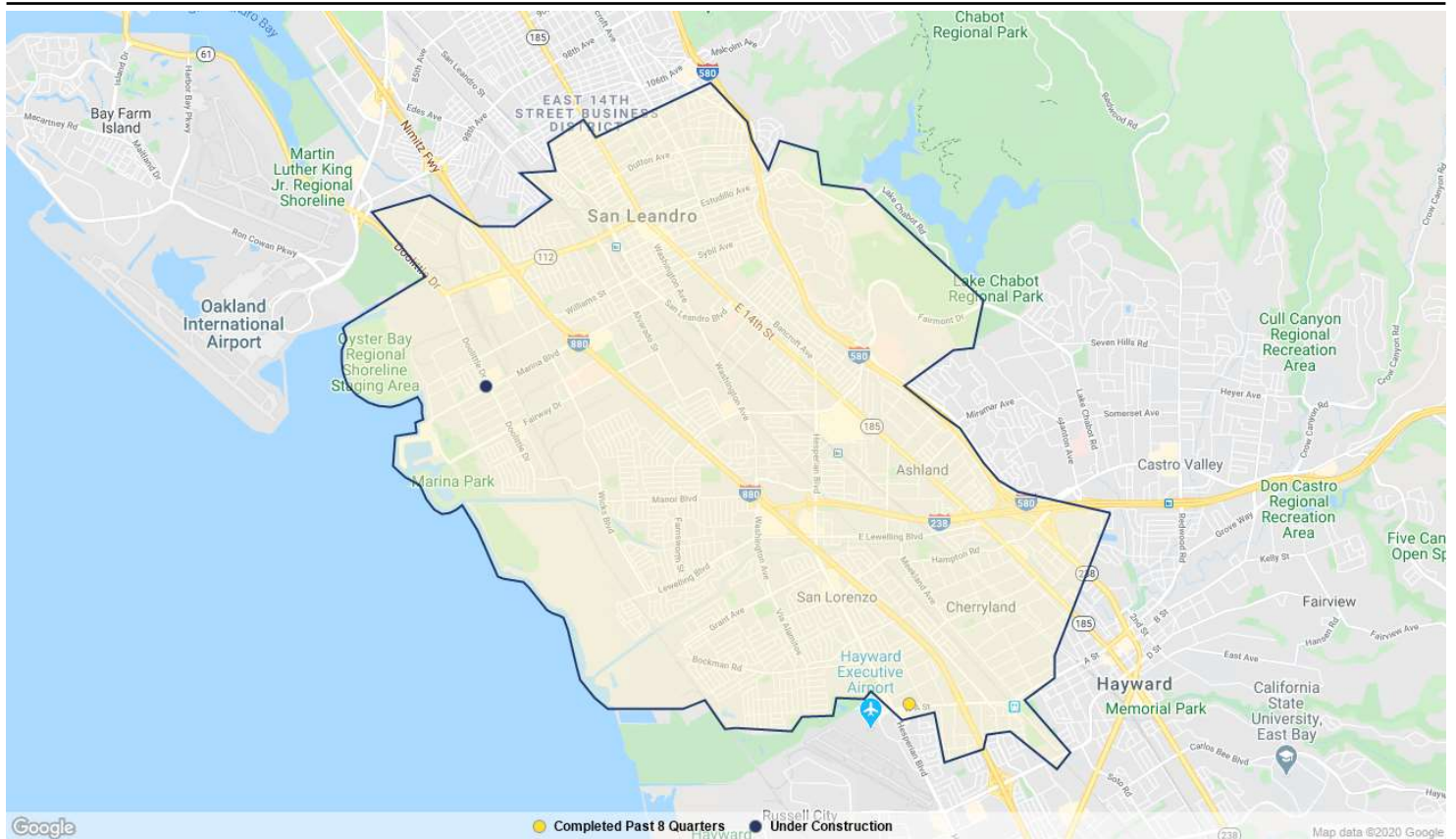
Delivered SF Next 8 Qtrs

3,515

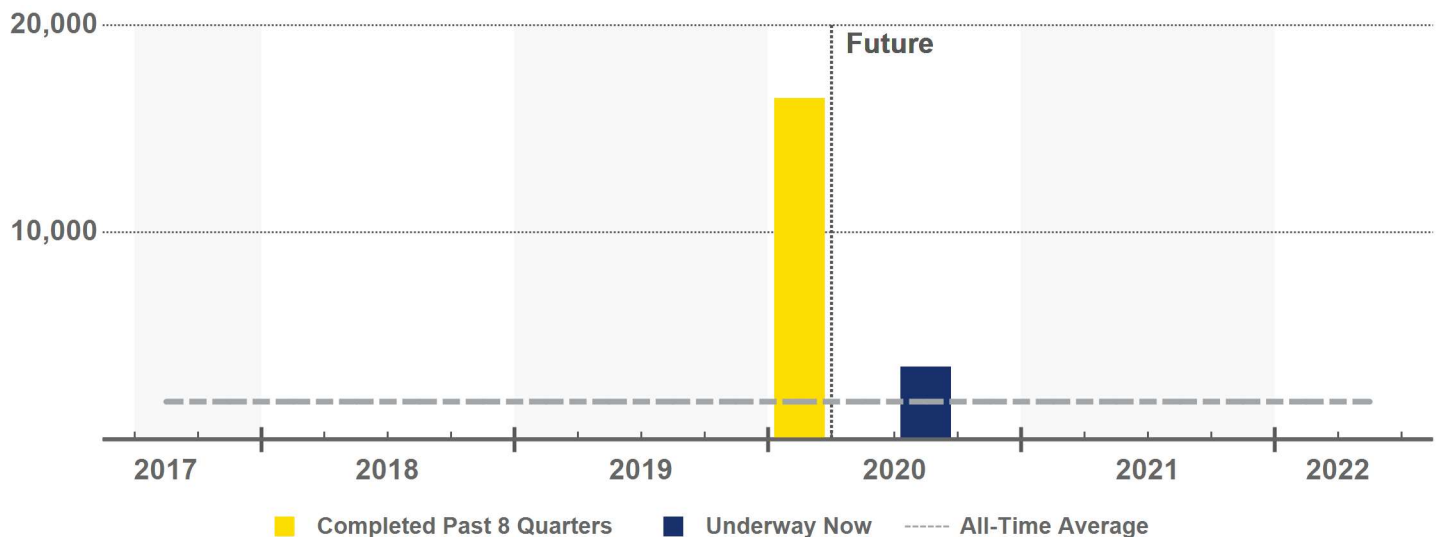
Proposed SF Next 8 Qtrs

0

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



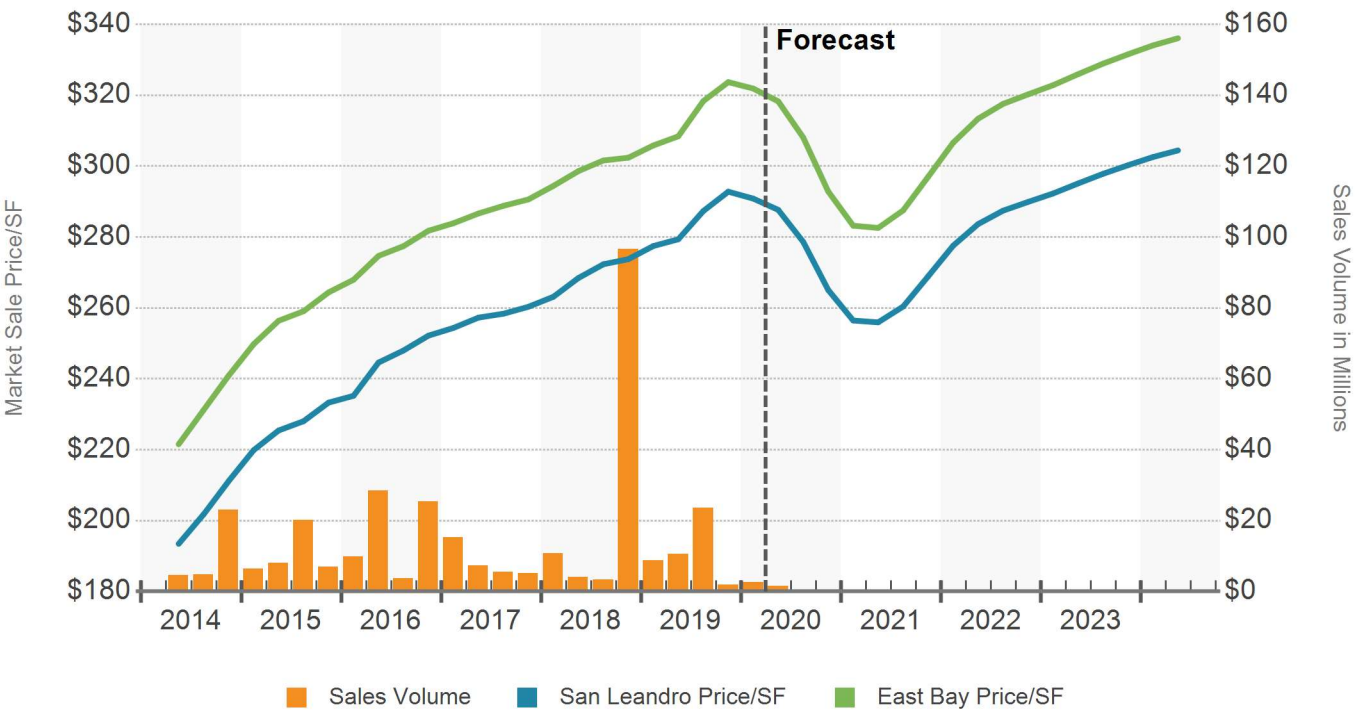
RECENT DELIVERIES

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	Burnley Commons 817 W A St	★★★★☆	16,500	2	Nov 2015	Jan 2020	National Builders Control, Inc. National Builders Control, Inc.

UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	2181 Doolittle Dr	★★★★☆	3,515	1	Aug 2019	Aug 2020	- NikNat Investors

SALES VOLUME & MARKET SALE PRICE PER SF



Sales Past 12 Months

San Leandro Retail

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

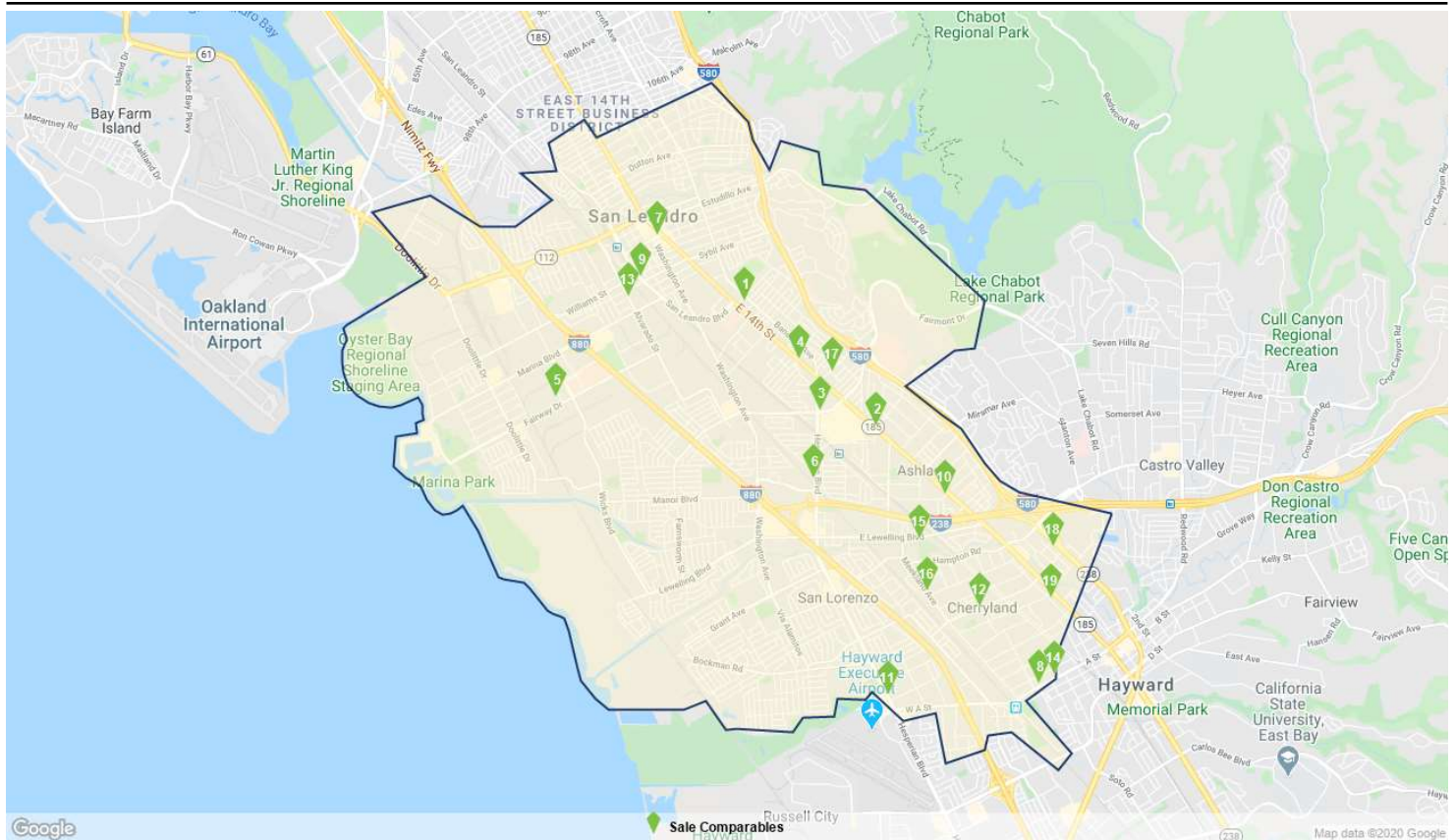
42

6.1%

\$283

14.5%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$300,000	\$1,558,040	\$1,250,000	\$7,000,000
Price Per SF	\$77	\$283	\$224	\$783
Cap Rate	6.1%	6.1%	6.1%	6.1%
Time Since Sale in Months	0.8	8.1	8.6	11.9
Property Attributes	Low	Average	Median	High
Building SF	702	4,238	2,782	14,251
Stories	1	1	1	2
Typical Floor SF	702	4,203	2,614	14,251
Vacancy Rate At Sale	0%	14.5%	0%	96.8%
Year Built	1900	1962	1964	2006
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.1	★ ★ ★ ★ ★	★ ★ ★ ★ ★



Sales Past 12 Months

San Leandro Retail

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 Walgreens 1456 136th Ave	★★★★★	2005	13,650	0%	8/1/2019	\$7,000,000	\$513	6.1%
2 15850 E 14th St	★★★★★	1994	7,877	0%	8/2/2019	\$5,330,000	\$677	-
3 1200 Fairmont Dr	★★★★★	1982	14,251	33.3%	8/12/2019	\$2,900,000	\$203	-
3 1200 Fairmont Dr	★★★★★	1982	14,251	33.3%	5/1/2019	\$2,280,000	\$160	-
4 14812 E 14th St	★★★★★	2006	2,832	0%	6/3/2019	\$2,000,000	\$706	-
5 2625 Nicholson St	★★★★★	1977	9,025	0%	8/6/2019	\$1,950,000	\$216	-
6 15287-15299 Hesperian...	★★★★★	1952	10,321	0%	9/6/2019	\$1,800,000	\$174	-
7 1495 E 14th St	★★★★★	1968	10,590	96.8%	5/31/2019	\$1,715,000	\$162	-
8 306 A St	★★★★★	1956	7,500	0%	4/3/2020	\$1,550,000	\$207	-
9 525 Williams St	★★★★★	1966	2,000	0%	2/28/2020	\$1,437,000	\$719	-
10 16695 E 14th St	★★★★★	1966	1,869	0%	7/10/2019	\$1,350,000	\$722	-
11 19950 Hesperian Blvd	★★★★★	-	7,976	0%	5/10/2019	\$1,315,000	\$165	-
12 416-446 Blossom Way	★★★★★	1948	5,573	0%	8/1/2019	\$1,250,000	\$224	-
13 1996 Alvarado St	★★★★★	-	2,100	0%	9/13/2019	\$1,050,000	\$500	-
14 438-442 A St	★★★★★	1957	2,460	0%	5/28/2019	\$970,000	\$394	-
15 503 E Lewelling Blvd	★★★★★	1953	2,880	0%	1/22/2020	\$799,000	\$277	-
16 Iron Horse Cocktails 18974 Meekland Ave	★★★★★	1959	1,920	0%	6/10/2019	\$600,000	\$313	-
17 1510 150th Ave	★★★★★	-	1,376	0%	11/1/2019	\$580,000	\$422	-
18 21153 Foothill Blvd	★★★★★	-	702	0%	5/14/2019	\$550,000	\$783	-
19 21571 Mission Blvd	★★★★★	1900	3,557	0%	7/23/2019	\$550,000	\$155	-



Supply & Demand Trends

San Leandro Retail

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	7,938,241	24,530	0.3%	33,390	0.4%	0.7
2023	7,913,711	23,591	0.3%	52,518	0.7%	0.4
2022	7,890,120	8,038	0.1%	27,621	0.4%	0.3
2021	7,882,082	(15,155)	-0.2%	(29,018)	-0.4%	-
2020	7,897,237	12,944	0.2%	(63,147)	-0.8%	-
YTD	7,900,793	16,500	0.2%	9,177	0.1%	1.8
2019	7,884,293	0	0%	(46,390)	-0.6%	-
2018	7,884,293	(3,440)	0%	64,841	0.8%	-
2017	7,887,733	3,440	0%	86,804	1.1%	0
2016	7,884,293	(6,000)	-0.1%	(33,980)	-0.4%	-
2015	7,890,293	0	0%	24,227	0.3%	0
2014	7,890,293	36,349	0.5%	62,470	0.8%	0.6
2013	7,853,944	1,717	0%	(60,827)	-0.8%	-
2012	7,852,227	12,407	0.2%	(23,924)	-0.3%	-
2011	7,839,820	1,745	0%	60,416	0.8%	0
2010	7,838,075	(2,503)	0%	59,877	0.8%	-
2009	7,840,578	(2,046)	0%	(161,461)	-2.1%	-
2008	7,842,624	(24,442)	-0.3%	(79,117)	-1.0%	-

MALLS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	918,595	5,934	0.7%	6,599	0.7%	0.9
2023	912,661	5,917	0.7%	7,981	0.9%	0.7
2022	906,744	1,644	0.2%	1,744	0.2%	0.9
2021	905,100	(4,415)	-0.5%	(6,645)	-0.7%	-
2020	909,515	(2,204)	-0.2%	(11,762)	-1.3%	-
YTD	911,719	0	0%	-	-	-
2019	911,719	0	0%	1,450	0.2%	0
2018	911,719	0	0%	(12,389)	-1.4%	-
2017	911,719	0	0%	1,294	0.1%	0
2016	911,719	0	0%	(11,772)	-1.3%	-
2015	911,719	0	0%	26,987	3.0%	0
2014	911,719	0	0%	(14,522)	-1.6%	-
2013	911,719	0	0%	-	-	-
2012	911,719	0	0%	(5,703)	-0.6%	-
2011	911,719	0	0%	6,262	0.7%	0
2010	911,719	0	0%	2,495	0.3%	0
2009	911,719	0	0%	3,499	0.4%	0
2008	911,719	0	0%	6,500	0.7%	0



Supply & Demand Trends

San Leandro Retail

POWER CENTER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	698,459	298	0%	591	0.1%	0.5
2023	698,161	295	0%	2,655	0.4%	0.1
2022	697,866	137	0%	1,941	0.3%	0.1
2021	697,729	(88)	0%	(2,393)	-0.3%	-
2020	697,817	(43)	0%	(6,239)	-0.9%	-
YTD	697,860	0	0%	1,492	0.2%	0
2019	697,860	0	0%	15,042	2.2%	0
2018	697,860	0	0%	19,051	2.7%	0
2017	697,860	0	0%	72,740	10.4%	0
2016	697,860	0	0%	(35,441)	-5.1%	-
2015	697,860	0	0%	(11,222)	-1.6%	-
2014	697,860	0	0%	11,251	1.6%	0
2013	697,860	0	0%	(3,089)	-0.4%	-
2012	697,860	0	0%	(31,894)	-4.6%	-
2011	697,860	0	0%	-	-	-
2010	697,860	0	0%	15,396	2.2%	0
2009	697,860	0	0%	(35,029)	-5.0%	-
2008	697,860	0	0%	300	0%	0

NEIGHBORHOOD CENTER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	1,771,945	8,203	0.5%	12,449	0.7%	0.7
2023	1,763,742	8,142	0.5%	16,459	0.9%	0.5
2022	1,755,600	2,690	0.2%	8,267	0.5%	0.3
2021	1,752,910	(5,066)	-0.3%	(6,257)	-0.4%	-
2020	1,757,976	(2,494)	-0.1%	(16,914)	-1.0%	-
YTD	1,760,470	0	0%	1,713	0.1%	0
2019	1,760,470	0	0%	(48,372)	-2.7%	-
2018	1,760,470	0	0%	28,414	1.6%	0
2017	1,760,470	0	0%	23,068	1.3%	0
2016	1,760,470	0	0%	(23,916)	-1.4%	-
2015	1,760,470	0	0%	6,892	0.4%	0
2014	1,760,470	33,510	1.9%	15,678	0.9%	2.1
2013	1,726,960	0	0%	1,047	0.1%	0
2012	1,726,960	0	0%	28,342	1.6%	0
2011	1,726,960	5,050	0.3%	14,039	0.8%	0.4
2010	1,721,910	0	0%	(11,520)	-0.7%	-
2009	1,721,910	0	0%	(26,907)	-1.6%	-
2008	1,721,910	0	0%	(14,760)	-0.9%	-



Supply & Demand Trends

San Leandro Retail

STRIP CENTER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	817,626	2,886	0.4%	3,882	0.5%	0.7
2023	814,740	2,800	0.3%	5,787	0.7%	0.5
2022	811,940	992	0.1%	2,973	0.4%	0.3
2021	810,948	(1,690)	-0.2%	(3,203)	-0.4%	-
2020	812,638	(794)	-0.1%	(5,994)	-0.7%	-
YTD	813,432	0	0%	3,000	0.4%	0
2019	813,432	0	0%	(17,032)	-2.1%	-
2018	813,432	0	0%	20,656	2.5%	0
2017	813,432	0	0%	(3,822)	-0.5%	-
2016	813,432	0	0%	25,426	3.1%	0
2015	813,432	0	0%	(19,894)	-2.4%	-
2014	813,432	0	0%	19,791	2.4%	0
2013	813,432	0	0%	(6,279)	-0.8%	-
2012	813,432	0	0%	(13,874)	-1.7%	-
2011	813,432	0	0%	11,458	1.4%	0
2010	813,432	0	0%	(3,788)	-0.5%	-
2009	813,432	0	0%	(10,760)	-1.3%	-
2008	813,432	0	0%	(7,662)	-0.9%	-

GENERAL RETAIL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	3,563,822	6,839	0.2%	9,366	0.3%	0.7
2023	3,556,983	6,072	0.2%	18,667	0.5%	0.3
2022	3,550,911	2,415	0.1%	12,089	0.3%	0.2
2021	3,548,496	(3,768)	-0.1%	(9,934)	-0.3%	-
2020	3,552,264	18,541	0.5%	(21,765)	-0.6%	-
YTD	3,550,223	16,500	0.5%	4,316	0.1%	3.8
2019	3,533,723	0	0%	5,240	0.1%	0
2018	3,533,723	(3,440)	-0.1%	9,109	0.3%	-
2017	3,537,163	3,440	0.1%	(6,476)	-0.2%	-
2016	3,533,723	(6,000)	-0.2%	11,723	0.3%	-
2015	3,539,723	0	0%	21,464	0.6%	0
2014	3,539,723	2,839	0.1%	30,272	0.9%	0.1
2013	3,536,884	1,717	0%	(52,506)	-1.5%	-
2012	3,535,167	12,407	0.4%	(795)	0%	-
2011	3,522,760	(3,305)	-0.1%	28,657	0.8%	-
2010	3,526,065	(2,503)	-0.1%	38,404	1.1%	-
2009	3,528,568	(2,046)	-0.1%	(92,264)	-2.6%	-
2008	3,530,614	(24,442)	-0.7%	(44,605)	-1.3%	-



Supply & Demand Trends

San Leandro Retail

OTHER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	167,794	370	0.2%	503	0.3%	0.7
2023	167,424	365	0.2%	969	0.6%	0.4
2022	167,059	160	0.1%	607	0.4%	0.3
2021	166,899	(128)	-0.1%	(586)	-0.4%	-
2020	167,027	(62)	0%	(473)	-0.3%	-
YTD	167,089	0	0%	(1,344)	-0.8%	-
2019	167,089	0	0%	(2,718)	-1.6%	-
2018	167,089	0	0%	-	-	-
2017	167,089	0	0%	-	-	-
2016	167,089	0	0%	-	-	-
2015	167,089	0	0%	-	-	-
2014	167,089	0	0%	-	-	-
2013	167,089	0	0%	-	-	-
2012	167,089	0	0%	0	0%	-
2011	167,089	0	0%	-	-	-
2010	167,089	0	0%	18,890	11.3%	0
2009	167,089	0	0%	-	-	-
2008	167,089	0	0%	(18,890)	-11.3%	-



OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$2.31	129	1.4%	4.2%	231,743	2.9%	-0.1%
2023	\$2.28	127	1.5%	2.7%	242,411	3.1%	-0.4%
2022	\$2.24	125	3.5%	1.2%	272,327	3.5%	-0.3%
2021	\$2.17	121	8.8%	-2.2%	292,794	3.7%	0.2%
2020	\$1.99	111	-10.2%	-10.2%	277,096	3.5%	1.0%
YTD	\$2.17	121	-2.4%	-2.4%	207,865	2.6%	0.1%
2019	\$2.22	124	6.4%	0%	200,542	2.5%	0.6%
2018	\$2.08	116	3.8%	-6.0%	154,152	2.0%	-0.9%
2017	\$2.01	112	4.5%	-9.4%	222,433	2.8%	-1.1%
2016	\$1.92	107	5.8%	-13.4%	305,797	3.9%	0.4%
2015	\$1.82	101	5.0%	-18.1%	277,817	3.5%	-0.3%
2014	\$1.73	97	5.4%	-21.9%	302,044	3.8%	-0.4%
2013	\$1.64	92	2.5%	-25.9%	328,165	4.2%	0.8%
2012	\$1.60	89	0.6%	-27.7%	265,621	3.4%	0.5%
2011	\$1.59	89	-1.6%	-28.2%	229,290	2.9%	-0.7%
2010	\$1.62	90	-4.3%	-27.0%	287,961	3.7%	-0.8%
2009	\$1.69	94	-5.7%	-23.8%	350,341	4.5%	2.0%
2008	\$1.79	100	-2.7%	-19.1%	190,926	2.4%	0.7%

MALLS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$3.24	146	1.3%	4.1%	33,559	3.7%	-0.1%
2023	\$3.20	144	1.4%	2.8%	34,235	3.8%	-0.3%
2022	\$3.15	142	3.5%	1.3%	36,312	4.0%	0%
2021	\$3.05	137	8.8%	-2.1%	36,415	4.0%	0.3%
2020	\$2.80	126	-10.0%	-10.0%	34,167	3.8%	1.1%
YTD	\$3.05	137	-2.2%	-2.2%	24,599	2.7%	0%
2019	\$3.11	140	8.6%	0%	24,599	2.7%	-0.2%
2018	\$2.87	129	5.6%	-7.9%	26,049	2.9%	1.4%
2017	\$2.71	122	5.8%	-12.8%	13,660	1.5%	-0.1%
2016	\$2.56	116	7.4%	-17.6%	14,954	1.6%	1.3%
2015	\$2.39	108	5.1%	-23.3%	3,182	0.3%	-3.0%
2014	\$2.27	102	6.8%	-27.0%	30,169	3.3%	1.6%
2013	\$2.13	96	3.9%	-31.7%	15,647	1.7%	0%
2012	\$2.05	92	0.8%	-34.3%	15,647	1.7%	0.6%
2011	\$2.03	91	-1.6%	-34.8%	9,944	1.1%	-0.7%
2010	\$2.06	93	-2.2%	-33.8%	16,206	1.8%	-0.3%
2009	\$2.11	95	-5.0%	-32.3%	18,701	2.1%	-0.4%
2008	\$2.22	100	-0.7%	-28.7%	22,200	2.4%	-0.7%

POWER CENTER RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$1.62	160	1.6%	5.1%	10,199	1.5%	0%
2023	\$1.59	158	1.6%	3.5%	10,498	1.5%	-0.3%
2022	\$1.57	155	3.6%	1.8%	12,859	1.8%	-0.3%
2021	\$1.51	150	9.0%	-1.7%	14,668	2.1%	0.3%
2020	\$1.39	138	-9.8%	-9.8%	12,360	1.8%	0.9%
YTD	\$1.51	149	-2.1%	-2.1%	4,670	0.7%	-0.2%
2019	\$1.54	153	8.5%	0%	6,162	0.9%	-2.2%
2018	\$1.42	141	5.5%	-7.9%	21,204	3.0%	-2.7%
2017	\$1.34	133	5.7%	-12.7%	40,255	5.8%	-10.4%
2016	\$1.27	126	7.4%	-17.4%	112,995	16.2%	5.1%
2015	\$1.19	117	5.0%	-23.0%	77,554	11.1%	1.6%
2014	\$1.13	112	6.8%	-26.7%	66,332	9.5%	-1.6%
2013	\$1.06	105	3.9%	-31.4%	77,583	11.1%	0.4%
2012	\$1.02	101	0.5%	-34.0%	74,494	10.7%	4.6%
2011	\$1.01	100	-1.4%	-34.3%	42,600	6.1%	0%
2010	\$1.03	102	-4.2%	-33.4%	42,600	6.1%	-2.2%
2009	\$1.07	106	6.0%	-30.5%	57,996	8.3%	5.0%
2008	\$1.01	100	0.8%	-34.4%	22,967	3.3%	0%

NEIGHBORHOOD CENTER RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$2.78	132	1.3%	3.8%	79,560	4.5%	-0.3%
2023	\$2.74	131	1.4%	2.4%	83,926	4.8%	-0.5%
2022	\$2.71	129	3.4%	1.0%	92,309	5.3%	-0.3%
2021	\$2.62	125	8.7%	-2.3%	97,964	5.6%	0.1%
2020	\$2.41	115	-10.2%	-10.2%	96,632	5.5%	0.8%
YTD	\$2.62	125	-2.3%	-2.3%	80,440	4.6%	-0.1%
2019	\$2.68	128	6.8%	0%	82,153	4.7%	2.7%
2018	\$2.51	119	4.3%	-6.3%	33,781	1.9%	-1.6%
2017	\$2.41	115	4.7%	-10.2%	62,195	3.5%	-1.3%
2016	\$2.30	109	6.0%	-14.2%	85,263	4.8%	1.4%
2015	\$2.17	103	5.4%	-19.1%	61,347	3.5%	-0.4%
2014	\$2.06	98	6.0%	-23.2%	68,239	3.9%	1.0%
2013	\$1.94	92	2.5%	-27.6%	50,407	2.9%	-0.1%
2012	\$1.89	90	1.1%	-29.4%	51,454	3.0%	-1.6%
2011	\$1.87	89	-1.2%	-30.1%	79,796	4.6%	-0.5%
2010	\$1.90	90	-3.8%	-29.3%	88,785	5.2%	0.7%
2009	\$1.97	94	-6.2%	-26.4%	77,265	4.5%	1.6%
2008	\$2.10	100	-2.2%	-21.6%	50,358	2.9%	0.9%

STRIP CENTER RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$1.92	118	1.4%	4.1%	22,481	2.7%	-0.2%
2023	\$1.90	117	1.5%	2.6%	23,643	2.9%	-0.4%
2022	\$1.87	115	3.5%	1.1%	26,721	3.3%	-0.3%
2021	\$1.81	111	8.9%	-2.3%	28,793	3.6%	0.2%
2020	\$1.66	102	-10.3%	-10.3%	27,067	3.3%	0.7%
YTD	\$1.80	111	-2.6%	-2.6%	18,801	2.3%	-0.4%
2019	\$1.85	114	4.5%	0%	21,801	2.7%	2.1%
2018	\$1.77	109	3.5%	-4.3%	4,769	0.6%	-2.5%
2017	\$1.71	105	3.9%	-7.5%	25,425	3.1%	0.5%
2016	\$1.65	101	4.9%	-11.0%	21,603	2.7%	-3.1%
2015	\$1.57	96	5.4%	-15.2%	47,029	5.8%	2.4%
2014	\$1.49	92	4.6%	-19.5%	27,135	3.3%	-2.4%
2013	\$1.42	87	1.2%	-23.1%	46,926	5.8%	0.8%
2012	\$1.40	86	0.7%	-24.0%	40,647	5.0%	1.7%
2011	\$1.39	86	-1.6%	-24.5%	26,773	3.3%	-1.4%
2010	\$1.42	87	-5.9%	-23.3%	38,231	4.7%	0.5%
2009	\$1.51	93	-7.3%	-18.5%	34,443	4.2%	1.3%
2008	\$1.62	100	-4.5%	-12.1%	23,683	2.9%	0.9%

GENERAL RETAIL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$2.01	120	1.5%	4.3%	83,542	2.3%	-0.1%
2023	\$1.99	118	1.5%	2.8%	87,561	2.5%	-0.4%
2022	\$1.96	116	3.6%	1.2%	100,971	2.8%	-0.3%
2021	\$1.89	112	8.9%	-2.3%	111,354	3.1%	0.2%
2020	\$1.73	103	-10.3%	-10.3%	103,737	2.9%	1.1%
YTD	\$1.88	112	-2.5%	-2.5%	75,293	2.1%	0.3%
2019	\$1.93	115	5.5%	0%	63,109	1.8%	-0.1%
2018	\$1.83	109	2.6%	-5.3%	68,349	1.9%	-0.4%
2017	\$1.78	106	4.0%	-7.6%	80,898	2.3%	0.3%
2016	\$1.72	102	5.0%	-11.2%	70,982	2.0%	-0.5%
2015	\$1.63	97	4.5%	-15.4%	88,705	2.5%	-0.6%
2014	\$1.56	93	4.6%	-19.1%	110,169	3.1%	-0.8%
2013	\$1.50	89	2.2%	-22.6%	137,602	3.9%	1.5%
2012	\$1.46	87	0.2%	-24.2%	83,379	2.4%	0.4%
2011	\$1.46	87	-1.9%	-24.4%	70,177	2.0%	-0.9%
2010	\$1.49	88	-5.0%	-22.9%	102,139	2.9%	-1.2%
2009	\$1.57	93	-6.8%	-18.9%	143,046	4.1%	2.6%
2008	\$1.68	100	-3.7%	-12.9%	52,828	1.5%	0.6%

OTHER RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	\$3.34	124	1.5%	4.4%	2,402	1.4%	-0.1%
2023	\$3.29	122	1.6%	2.9%	2,548	1.5%	-0.4%
2022	\$3.24	120	3.6%	1.2%	3,155	1.9%	-0.3%
2021	\$3.12	116	9.0%	-2.3%	3,600	2.2%	0.3%
2020	\$2.87	107	-10.3%	-10.3%	3,133	1.9%	0.2%
YTD	\$3.11	116	-2.6%	-2.6%	4,062	2.4%	0.8%
2019	\$3.20	119	4.1%	0%	2,718	1.6%	1.6%
2018	\$3.07	114	2.3%	-3.9%	0	0%	0%
2017	\$3.00	112	3.3%	-6.1%	0	0%	0%
2016	\$2.91	108	4.9%	-9.1%	0	0%	0%
2015	\$2.77	103	5.3%	-13.3%	0	0%	0%
2014	\$2.63	98	4.3%	-17.6%	0	0%	0%
2013	\$2.52	94	0.5%	-21.0%	0	0%	0%
2012	\$2.51	93	1.7%	-21.4%	0	0%	0%
2011	\$2.47	92	-1.0%	-22.7%	0	0%	0%
2010	\$2.50	93	-3.0%	-21.9%	0	0%	-11.3%
2009	\$2.57	96	-4.4%	-19.5%	18,890	11.3%	0%
2008	\$2.69	100	-1.8%	-15.8%	18,890	11.3%	11.3%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$307.14	174	5.7%
2023	-	-	-	-	-	-	\$300.25	170	5.7%
2022	-	-	-	-	-	-	\$289.89	164	5.7%
2021	-	-	-	-	-	-	\$268.91	152	6.0%
2020	-	-	-	-	-	-	\$265.06	150	6.0%
YTD	4	\$4.1M	0.2%	\$1,021,500	\$279.35	-	\$291.47	165	5.6%
2019	61	\$44.7M	3.4%	\$1,490,850	\$243.01	6.1%	\$292.79	166	5.5%
2018	54	\$114.6M	10.1%	\$4,244,707	\$165.94	4.3%	\$273.75	155	5.6%
2017	86	\$33.2M	5.6%	\$1,229,315	\$177.23	5.8%	\$260.32	147	5.7%
2016	63	\$67.4M	4.6%	\$2,406,835	\$265.41	5.8%	\$252.19	143	5.7%
2015	49	\$41.4M	3.4%	\$1,479,486	\$245.98	7.3%	\$233.28	132	5.9%
2014	48	\$37.7M	3.3%	\$1,216,113	\$182.86	6.5%	\$211.13	119	6.2%
2013	34	\$14.3M	1.7%	\$680,712	\$144.25	7.1%	\$180.91	102	6.6%
2012	44	\$18.5M	2.3%	\$739,050	\$145.03	5.7%	\$177.67	101	6.7%
2011	15	\$2.7M	0.7%	\$386,569	\$107.47	16.4%	\$162.03	92	7.0%
2010	12	\$10.6M	0.8%	\$1,319,813	\$202.83	-	\$154.31	87	7.2%
2009	7	\$3M	0.3%	\$507,083	\$215.47	10.0%	\$151.86	86	7.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

POWER CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$325.94	167	5.3%
2023	-	-	-	-	-	-	\$318.29	163	5.3%
2022	-	-	-	-	-	-	\$306.99	157	5.3%
2021	-	-	-	-	-	-	\$283.88	145	5.6%
2020	-	-	-	-	-	-	\$279.52	143	5.6%
YTD	-	-	-	-	-	-	\$308.31	158	5.1%
2019	-	-	-	-	-	-	\$309.84	159	5.1%
2018	1	\$87M	82.6%	\$87,000,000	\$150.86	-	\$287.38	147	5.2%
2017	-	-	-	-	-	-	\$271.07	139	5.3%
2016	-	-	-	-	-	-	\$266.05	136	5.3%
2015	-	-	-	-	-	-	\$244.95	125	5.4%
2014	-	-	-	-	-	-	\$223.25	114	5.7%
2013	-	-	-	-	-	-	\$195.61	100	6.0%
2012	-	-	-	-	-	-	\$197.46	101	6.0%
2011	-	-	-	-	-	-	\$179.22	92	6.3%
2010	-	-	-	-	-	-	\$172.30	88	6.5%
2009	-	-	-	-	-	-	\$166.89	85	6.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.



NEIGHBORHOOD CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$295.23	175	5.5%
2023	-	-	-	-	-	-	\$288.96	171	5.5%
2022	-	-	-	-	-	-	\$279.27	165	5.5%
2021	-	-	-	-	-	-	\$259.00	153	5.8%
2020	-	-	-	-	-	-	\$255.59	151	5.8%
YTD	-	-	-	-	-	-	\$281.93	167	5.4%
2019	2	\$5.2M	1.6%	\$2,590,000	\$181.74	-	\$282.43	167	5.3%
2018	2	\$4.8M	2.0%	\$2,400,000	\$135.19	-	\$262.42	155	5.4%
2017	1	\$1.4M	0.8%	\$1,400,000	\$98.24	-	\$249.06	147	5.5%
2016	4	\$22.4M	4.8%	\$5,590,467	\$262.24	-	\$242.82	144	5.5%
2015	-	-	-	-	-	-	\$221.98	131	5.7%
2014	3	\$18.8M	4.6%	\$6,273,333	\$234.39	5.4%	\$200.19	118	6.0%
2013	-	-	-	-	-	-	\$168.86	100	6.5%
2012	-	-	-	-	-	-	\$168.65	100	6.5%
2011	-	-	-	-	-	-	\$153.78	91	6.8%
2010	-	-	-	-	-	-	\$146.42	87	7.0%
2009	-	-	-	-	-	-	\$146.74	87	7.0%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

STRIP CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$283.60	180	5.8%
2023	-	-	-	-	-	-	\$277.31	176	5.8%
2022	-	-	-	-	-	-	\$267.80	170	5.8%
2021	-	-	-	-	-	-	\$248.61	158	6.1%
2020	-	-	-	-	-	-	\$245.09	155	6.1%
YTD	-	-	-	-	-	-	\$269.14	171	5.6%
2019	5	\$9.2M	3.4%	\$3,050,000	\$354.71	6.1%	\$269.65	171	5.6%
2018	2	\$0	2.9%	-	-	-	\$250.01	159	5.8%
2017	14	\$8.7M	22.2%	\$1,738,000	\$103.32	-	\$236.81	150	5.8%
2016	2	\$5.1M	3.9%	\$5,100,000	\$166.24	4.5%	\$230.78	146	5.8%
2015	13	\$11.9M	14.0%	\$2,385,900	\$206.45	7.5%	\$217.23	138	5.9%
2014	3	\$3.4M	2.5%	\$1,126,000	\$163.03	7.0%	\$195.85	124	6.2%
2013	5	\$5M	5.2%	\$1,656,667	\$137.69	7.1%	\$169.35	107	6.6%
2012	1	\$1.1M	0.6%	\$1,060,000	\$231.85	-	\$161.00	102	6.8%
2011	-	-	-	-	-	-	\$146.76	93	7.1%
2010	1	\$489K	0.4%	\$489,000	\$163.55	-	\$139.52	88	7.4%
2009	-	-	-	-	-	-	\$135.24	86	7.5%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

GENERAL RETAIL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	\$305.58	175	6.0%
2023	-	-	-	-	-	-	\$298.56	171	6.0%
2022	-	-	-	-	-	-	\$288.15	165	6.0%
2021	-	-	-	-	-	-	\$267.64	153	6.3%
2020	-	-	-	-	-	-	\$263.73	151	6.3%
YTD	4	\$4.1M	0.4%	\$1,021,500	\$279.35	-	\$289.04	166	5.8%
2019	54	\$30.4M	6.0%	\$1,215,820	\$234.26	-	\$291.03	167	5.8%
2018	49	\$22.8M	4.6%	\$950,296	\$290.74	4.3%	\$274.35	157	5.9%
2017	71	\$23.1M	7.0%	\$1,100,071	\$259.81	5.8%	\$261.98	150	5.9%
2016	57	\$39.9M	6.9%	\$1,736,065	\$289.43	6.2%	\$251.64	144	6.0%
2015	36	\$29.5M	4.3%	\$1,282,439	\$266.63	7.1%	\$234.28	134	6.1%
2014	42	\$15.5M	4.4%	\$620,060	\$147.43	6.5%	\$212.12	122	6.5%
2013	29	\$9.3M	2.5%	\$518,052	\$148.02	-	\$182.33	104	6.9%
2012	43	\$17.4M	5.0%	\$725,677	\$141.80	5.7%	\$175.68	101	7.0%
2011	15	\$2.7M	1.6%	\$386,569	\$107.47	16.4%	\$160.65	92	7.4%
2010	11	\$10.1M	1.7%	\$1,438,500	\$205.22	-	\$152.55	87	7.6%
2009	7	\$3M	0.6%	\$507,083	\$215.47	10.0%	\$149.56	86	7.7%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

Advisor Bio 1 - Aziz



AZIZ KHATRI

Director

aziz@kw.com

Direct: 510.368.8347 | Cell: 510.368.8347

CalDRE #01050721

PROFESSIONAL BACKGROUND

Real Estate Investment Consultant as a licensed Realtor in the Bay Area since 1989 (DRE #01050721). I have many years of experience to meet your commercial real estate needs. I have been a Real Estate Investment Consultant for most of my professional life and have a strong business and customer service background. I have successfully started several retail and service businesses, and have 30+ years of professional experience in business development and management. I have developed and implemented strategies for businesses to help them achieve their goals.

I find that my participation with various professional organizations at the local, state and national levels have given me a unique perspective of the role of a real estate professional which has enhanced my ability to offer my clients a superior experience. My business background gives me the tools I need to offer my clients full service. My contributions with various community organizations and non-profit boards allow me to give back to the community and offer my services – whether as a real estate professional or a business consultant to these organizations. As a result, the Oakland City Council declared December 11 **Aziz Khatri Day**.

Since I work with a large network of investors, I am able to bring buyer/tenants and sellers/landlords together with my strong negotiation skills. Some of the ventures I have successfully completed include the sale of a 72-unit property, a 13-unit mixed-use retail/residential space and a 3-unit retail/office space. Tenant Representation in a 50,000 square foot warehouse/office and 10,000 SF office leases. Landlord representation of a 125,000 SF retail complex.

EDUCATION

I obtained my Real Estate license from the California Department of Real Estate in 1989. I earned a BS degree from the University of California, Berkeley Haas School of Business and an M.B.A from Golden Gate University.

* UC Berkeley, Bachelor's in Accounting

* Golden Gate University, MBA

*

Oakland

4937 Telegraph Avenue
Oakland, CA 94609



Advisor Bio 2 - Aziz



AZIZ KHATRI

Director

aziz@kw.com

Cell: 510.368.8347

CalDRE #01050721

DESIGNATIONS

- DRE Lic 01050721 - 1989
- Certified Comm Inv Member

PRESENT AND/OR PAST COMMUNITY ACTIVITIES:

- President, CCIM N. Cal 2019
- Directors, EB Haas Alumni
- Member, DVC - Bus Ad Board
- Pres, Oak Ass of Realtors 2010
- Director, Nat Ass of Realtors 2010
- Director, Cal Ass of Realtors 2010
- Director, Oak Chamber of Comm
- Member, Asian Comm Prof
- Member, ICSC
- Convener, Mayor's Sml Bus TF

PORTFOLIO SAMPLE:

- 72-unit multifamily
- 30-unit multifamily
- Restaurant bldg with parking lot
- Strip mall
- Multiple Development projects
- 20,000 + SF office building
- Mixed-use portfolio
- Medical office building
- Multi-unit retail-restaurants
- 10,000 SF office leases
- 125,000+ SF retail complex

Oakland

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Oakland, CA 94609

Advisor Bio 2

**MANO ACEBEDO**

Investment Advisor

macebedo@kw.com

Direct: 707.246.9714

CalDRE #01872979

PROFESSIONAL BACKGROUND

As a Bay Area native, Mano Acebedo specializes in the sale and leasing of both retail and mixed-use properties in and around the San Francisco Bay Area. For more than 10 years, Mano has been in the Real Estate industry, starting with cleaning out foreclosed homes before becoming a licensed agent in 2010. With a background in Sales and Marketing, he thrives on networking, building, and maintaining relationships. With a passion for working with small business clients and investors to help them reach their commercial real estate goals, he takes pride in his ability to help find the perfect investment for you. Outside of Real Estate, Mano is also well versed in the Wine and Spirits industry.

MEMBERSHIPS

Oakland Berkeley Association Of Realtors

Oakland

4937 Telegraph Avenue
Oakland, CA 94609
925.464.3755

COMMERCIAL BUILDING WITH FULLY EQUIPPED KITCHEN

Coronavirus Related

6

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CORONAVIRUS PROPERTY ENTRY ADVISORY AND DECLARATION – VISITOR

(C.A.R. Form PEAD-V, 6/2/20)

(A new declaration should be obtained from each visitor, each time they enter a property)
(May be used for more than one property visited on the date this form is signed, provided a
copy is delivered to each Listing Broker/Property Manager.)

Property Address(es) **599 MacArthur Blvd, San Leandro, CA 94577-2113**

1. **RISKS OF EXPOSURE:** The Coronavirus (COVID-19) pandemic is a worldwide risk to human health. COVID-19 is highly contagious, has a high mortality rate compared to many other illnesses and can spread easily. While people of all ages are at risk of catching COVID-19, persons with compromised immune systems and older persons may be at particular risk.
2. **A. GOVERNMENT ORDERS:** In order to reduce the spread of COVID-19, elected representatives and health officials from the State of California, as well as many California cities and counties have issued "Stay Home" Orders and other mandates and recommendations (collectively, "COVID-19 Directives"), limiting activities that can be engaged in by businesses and members of the public.
- B. REAL ESTATE ACTIVITIES:** Under Federal and California guidelines, activities required to facilitate a real estate transaction are considered essential activities. Nevertheless, this designation does not make them free from COVID-19 risks or COVID-19 Directives. All persons must still practice "social distancing" and take all steps necessary to protect themselves and others. **In addition, some county and city orders are more restrictive than, and may take precedence over, Federal and State guidelines.**
- C. VISITOR ADVISORY:** Visitors are advised that if you engage in any activities in violation of any COVID-19 Directives, you are acting against the advice of Broker. Brokers and agents (i) will comply with COVID-19 Directives, notwithstanding any Party's instructions and (ii) will obey all Fair Housing laws while pursuing safe COVID-19 practices. **Nothing contained in this form shall be construed to allow an activity that is otherwise prohibited by any law.**
3. **PURPOSE OF ENTRY:** The purpose of the entry is for either: (i) viewing or inspecting a Property or performing an activity or providing services in furtherance of or to facilitate a real estate transaction or service, or (ii) allowing prospective purchasers or tenants to view or inspect the Property (Property may also be referred to as Premises in lease documents, and both carry the same meaning), making necessary or agreed repairs to the Property, or completing a pre-move-in or pre-move-out inspection of the Property, or other service in furtherance of a property management agreement.
4. **PROPERTY ENTRANT RULES:** Whether the person signing below is a prospective or actual buyer or tenant, real estate agent, or other person whose services facilitate the completion of a real estate transaction or lease/rental agreement or provide a property management or other service ("Signer"), Signer is voluntarily entering the Property. Signer agrees to take all reasonable and necessary precautions to protect Signer and others from the spread of COVID-19, including, but not limited to, the following ("Posted Rules of Entry"):
 - A. Following all Federal, State, and local laws and Stay at Home Orders, even though they may be changing rapidly;
 - B. Exercising care to protect yourself, and assessing your own risks, by considering your age, underlying health conditions, recent travel, possible exposure to COVID-19, doctor's recommendations, and local, State and Federal recommendations. You agree and understand that it is your responsibility to evaluate the risks and protect yourself;
 - C. Washing your hands with soap and water or using hand sanitizer, immediately upon entry and before touring or inspecting the Property. Remember to not touch your eyes, nose or mouth;
 - D. Wearing a protective face covering;
 - E. Practicing social distancing by keeping at least 6 feet between yourself and others. Do not gather in groups;
 - F. Avoiding touching knobs, faucets, toilets and toilet handles, light switches, garage door opener buttons, handles and pulls, alarm system controls, fan pulls, remotes, thermostats, switchboxes, gates and gate latches, window locks and sashes, pool coverings, counters, door and cabinet handles, sinks, and other such items, with the exception for trades or repair persons performing tasks requiring the touching of such items. If you believe it necessary to touch surfaces or items in the Property, consider the risks of doing so; and
 - G. Upon exiting the Property, discarding any disposable face coverings, disposable gloves or disposable shoe coverings worn during the visit.
5. **SIGNER ACKNOWLEDGMENTS:**
 - A. No written materials or brochures describing, advertising, or marketing the Property will be available at the Property. Any such information needs to be obtained from broker or agent electronically;
 - B. A set of rules for agents and entrants will be posted at the entrance of the Property and are clearly visible and include pictograms "Posted Rules For Entry" (C.A.R. Document PRE);
 - C. Signer acknowledges that although others have been advised to clean and disinfect the Property before and after each showing, there is no guarantee that the cleaning removed any or all instances of the COVID-19 virus that may have been present;
 - D. Signer has been provided an electronic copy of, and agrees to the terms of, the ☒ Mandatory Government Showing Requirements, including Best Practices Guidelines and Prevention Plan (C.A.R. Document BPPP) or substantially equivalent document approved by Broker which has been provided to Visitor and the Posted Rules For Entry contained herein; and
 - E. Signer can obtain online information about COVID-19 Directives from the California Departments of Public Health (CDPH) and Industrial Relations (Cal/OSHA) at the following locations: (i) <https://covid19.ca.gov/pdf/guidance-real-estate.pdf>; (ii) <https://covid19.ca.gov/pdf/checklist-real-estate.pdf>; and (iii) <https://www.dir.ca.gov/dosh/coronavirus/General-Industry.html>.
6. **SIGNERS REPRESENTATIONS:**
 - A. You understand that accessing a Property for any of the purposes above may be dangerous or unsafe and could expose you or others to COVID-19 and that you are conducting those activities voluntarily.
 - B. You represent that:
 - (1) To the best of your knowledge, you are not currently afflicted with, and have not knowingly, within the last 14 days, been in contact with someone afflicted with, COVID-19;
 - (2) You are not experiencing a fever, or signs of respiratory illness such as cough, shortness of breath or difficulty breathing, or other COVID-19 symptoms; and
 - (3) You understand that persons may be afflicted with COVID-19 and: (i) not exhibit symptoms, (ii) not be aware that they are afflicted or (iii) may not voluntarily agree to disclose their condition.
 - C. **You will inform Broker if, after the date this document is signed, there is a change in your health condition or knowledge that potentially puts others at risk or invalidates the representations made in this document.**



7. **ACCOMPANYING MINORS:** Adult Signers acknowledge and agree that all Property entrant rules, Signer acknowledgments and Signer representations apply with the same force and effect to any accompanying minors as they do to Signer. Signer is responsible for their care, safety, and conduct in the Property. Any accompanying minors shall be identified in paragraph 8.

8. **EXCEPTIONS TO REPRESENTATIONS AND ADDITIONAL TERMS:** _____

9. **AGREEMENT, DECLARATION AND ASSUMPTION OF RISK:** By signing below, you are declaring the foregoing is true, that you agree to take all recommended and reasonable actions to protect yourself and others from exposure to COVID-19, and that you ASSUME THE RISK, of entering the Property. **You understand and agree that no one, including but not limited to real estate brokers and agents, can guarantee that you will not be exposed to or contract COVID-19.**

By signing below, you, the Signer, the person entering the Property, acknowledge that you have read, understand, voluntarily agree to the foregoing and will adhere to the Posted Rules For Entry, and have received a copy of this Coronavirus Property Entry Advisory and Declaration – Visitor.

(print name) (signature) Date _____
Person entering Property: ☐ Buyer, ☐ Tenant/Lessee, ☐ Broker/Agent, ☐ Other Entrant

(print name) (signature) Date _____
Person entering Property: ☐ Buyer, ☐ Tenant/Lessee, ☐ Broker/Agent, ☐ Other Entrant

(print name) (signature) Date _____
Person entering Property: ☐ Buyer, ☐ Tenant/Lessee, ☐ Broker/Agent, ☐ Other Entrant

(For record keeping purposes only)

I/WE ACKNOWLEDGE RECEIPT OF A COPY OF THIS SIGNED PEAD-V FORM. (The initials below are not required but can be used as evidence that the initialing party has received the completed form.)

Broker/Agent for Buyer/Tenant/Lessee (____)(____)

Broker/Agent for Seller/Landlord/Lessor (____)(____)

Seller/Landlord/Lessor (____)(____)

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PEAD-V 6/2/20 (PAGE 2 OF 2)

CORONAVIRUS PROPERTY ENTRY ADVISORY AND DECLARATION – VISITOR (PEAD-V PAGE 2 OF 2)

These Mandatory Government Showing Requirements including Best Practices Guidelines and Prevention Plan will assist REALTORS® in the safe practice of real estate. Following these guidelines will enable REALTORS® to demonstrate care for the health and well-being of clients, colleagues and the greater public welfare in reducing the risk of exposure to, and spread of, COVID-19, while providing the essential services of residential and commercial real estate recognized by the Department of Homeland Security as being necessary for the maintenance of America's Critical Infrastructure.

These guidelines are consistent with Governor Newsom's stay-at-home order issued March 19, 2020, and incorporate the directives of the California Departments of Public Health and Industrial Relations (Cal/OSHA) "COVID-19 INDUSTRY GUIDANCE: Real Estate Transactions" (hereinafter "DPH Guidance") in effect during the Stage 2 Expansion of the "Resilience Roadmap" (as updated on May 12, 2020).

Check Your City or County for More Restrictive Local Shelter-In-Place Orders

If a city or county in which you do your business activity has an order with a more restrictive standard regarding what qualifies as an essential service, or more restrictions on activities, those guidelines will still govern the activities of a licensee. In other words, if there is a more restrictive local order, it must still be followed. That order may prevent or limit your ability to conduct real estate activity.

Showing Properties: Prevention Plan and Entry Rules

- ✓ Establish a written COVID-19 "Prevention Plan" to be followed by agents who show properties. Regularly evaluate compliance with the plan and document and correct deficiencies identified. This entire document, the "Best Practices Guidelines/Prevention Plan for Showings" (C.A.R. Document BPPP) (hereafter "Prevention Plan"), may be used for this purpose if adopted by the brokerage as a Prevention Plan. (See the section entitled "Prevention Plan" at the end of this document).

For Visitors

- ✓ All persons entering a property shall agree in writing to adhere to the "Posted Rules for Entry" (C.A.R. Document PRE) at all times as a condition of entry before showing the property as follows:
 - Prior to entering a property, all persons must have already signed a Coronavirus Property Entry Advisory and Declaration - Visitor form (C.A.R. Form PEAD-V) and delivered a copy of that signed form to the listing agent. By signing the PEAD-V, the person entering the property agrees to the Posted Rules for Entry.
 - The PEAD-V form includes a reference to these "Best Practices Guidelines/Prevention Plan for Showings" acknowledging that clients, appraisers, inspectors, stagers, buyers' agents and contractors have received and agreed to them prior to entering the property.
 - Any person entering a property shall provide by declaration that to the best of their knowledge, they are not currently afflicted with, and have not knowingly, within the last 14 days, been in contact with someone afflicted with, COVID-19; they are not experiencing a fever, or signs of respiratory illness such as cough

shortness of breath or difficulty breathing, or exhibit other COVID-19 symptoms; and they understand that persons may be afflicted with COVID-19 and (i) not exhibit symptoms, (ii) not be aware that they are afflicted or (iii) may not voluntarily agree to disclose their condition.

- Further, any person entering the property will inform the listing and buyer's broker if, after the date this document is signed, there is a change in their health condition or knowledge that potentially puts others at risk or invalidates the representations made.
- All persons visiting a property will:
 - Wash their hands with soap and water or use hand sanitizer upon entry and before touring or inspecting the property.
 - Wear a protective face covering or mask.
 - Practice social distancing by keeping at least six feet between themselves and others and not gathering in groups.
 - Avoid touching surfaces or items in the Property. All persons on property for in-person showings should avoid touching knobs, faucets, toilets and toilet handles, light switches, garage door opener buttons, handles and pulls, alarm system controls, fan pulls, remotes, thermostats, switchboxes, gates and gate latches, window locks and sashes, pool coverings, counters, doors, sinks, cabinet handles and other such items. If a person entering the property believes it necessary to touch surfaces or items in the property, they shall consider the risks of doing so first.
 - After viewing the Property, discard any disposable gloves, face coverings, or shoe coverings worn during the visit.
 - Exercise care to protect themselves, and assess their own risks, by considering their age, underlying health conditions, recent travel, possible exposure to COVID-19, doctor's recommendations, and local, State and Federal recommendations.
 - Follow all Federal, State, and local laws and Stay at Home Orders, even though such laws and orders may be changing rapidly.
- ✓ The listing agent, if any, must post the Posted Rules for Entry, which must be clearly visible and displayed at the entrance of the property.
- ✓ These Posted Rules for Entry or a link to them should be part of online public and MLS listings. This shall be made available by the listing agent, if any.

For Sellers

- Additionally, sellers shall provide by declaration that to the best of their knowledge, they are not currently afflicted with, and have not knowingly within the last 14 days, been in contact with someone afflicted with COVID-19; they are not experiencing a fever, or signs of respiratory illness such as a cough, shortness of breath or difficulty breathing, or exhibit any other COVID-19 symptoms; and (i) they understand that persons may be afflicted with COVID-19 and not exhibit symptoms, (ii) may not be aware that they are afflicted, or (iii) may not voluntarily agree to disclose their condition.
- Further, the seller will inform the broker if, after the date the form is signed, there is a change in their health condition or knowledge that potentially puts others at risk or invalidates the representations made.
- Sellers should be made expressly aware of the risks of showing and permitting visitors onto the property: that it may be dangerous or unsafe and could expose them or others to COVID-19.
- For these above declarations the Coronavirus Property Entry Advisory and Declaration - Seller form (C.A.R. Form PEAD-S) may be used.
- Sellers should be advised of their responsibilities pertaining to COVID-19 protocols regarding social distancing and other guidance from the California Department of Health. (The "Listing Agreement Coronavirus Addendum or Amendment" (RLA-CAA) may be used for this purpose.)
- The agreement of the seller allowing any person entering onto the property or into the dwelling should be expressly obtained from the seller. Apart from marketing and pre-marketing activities, a standard purchase agreement grants the buyer broad discretion to conduct various inspections and investigations. The seller should be apprised of their obligations under the purchase agreement so that they enter into such agreements with a clear understanding of the attendant risks. (The "Listing Agreement Coronavirus Addendum or Amendment" (RLA-CAA) may be used for this purpose.)
- The listing agent or brokerage has ultimate responsibility to ensure that the property is cleaned and disinfected before and after each showing. (See the section on "Cleaning and Disinfecting Protocols for Shown Properties per the DPH Guidance" below as to what cleaning is required).
- A seller may authorize the broker to hire, in seller's name, a service to clean and disinfect the property which seller will pay for. (Form RLA-CAA may be used for this purpose). If current occupants are present and/or participate during the showings, in accordance with their legal rights, they should adhere to the same



standards regarding physical distancing and property cleaning and disinfecting protocols, and promote a safe environment for all persons present.

Showing Properties: Social Distancing

The following are the social distancing best practices that must be followed when showing properties.

Arranging Showings

- Do not hold open houses or showings which are open to the general public or on a walk-in basis; use an appointment or digital sign-in process to control the number of people in the house or property.
- Showings should be done virtually, whenever possible. Utilize virtual tours in lieu of open houses via digital technologies, social media, etc. in lieu of property showings whenever possible. If virtual tours are not feasible, limit the number of people present during showings.
- Only a single agent and a “buying party” are to be in a dwelling at the same time during a showing. If other persons are necessary for a showing, they should wait outside or in their vehicles to observe the social distance guidelines. A “buying party” may be more than one individual buyer.
- If the size of the residential unit makes it difficult to maintain the six-foot distance for all parties attending the showing, individuals may need to wait outside and come into the property one at a time, at all times maintaining proper social distance.
- Show houses with occupants not present when possible. Sellers and tenants, in accordance with their legal rights, are to be advised that they should not be present within a dwelling at the same time as other individuals. Sellers are to be advised that they may remain on the property or in the common area of an HOA but not in the dwelling unit itself while agents, buyers, inspectors or others are viewing it.
- Agents conducting the showing should meet clients at the property and not drive the client to the property, so as to minimize risk.
- Consider limiting in-person, non-virtual showings to “serious” potential buyers, who are those who have provided verifications of funds and lender prequalification letters to show they are able to purchase the property that is the subject of the showing.
- Discourage anyone who does not need to view the property from attending a showing.
- Let the seller know well in advance that there is an appointment for a showing.
- For HOAs, have the seller obtain a copy of any new rules that may govern showings of common areas or entry to the property.

Viewing the Property

- Even though the client may have been already been informed, real estate licensees should remind clients to maintain physical distancing during showings and to refrain from touching handles, switches, pulls, etc.
- All persons on property for in-person showings should avoid touching knobs, faucets, toilets and toilet handles, light switches, garage door opener buttons, handles and pulls, alarm system controls, fan pulls, remotes, thermostats, switchboxes, gates and gate latches, window locks and sashes, pool coverings, and other such items.
- Real estate licensees or sellers/renters must open doorways or other areas of ingress and egress prior to in-person property showings to minimize clients touching surfaces. Agents should ask the seller to turn the lights on and leave drapes and blinds open. If the property is vacant, the agent should ensure these tasks are taken care of prior to showing.

Communications

- All information must be delivered electronically. Discontinue providing handouts or other types of promotional or informational materials.
- Avoid passing transaction materials such as pens, paperwork, and keys back and forth between employees and customers.
- Eliminate person-to-person contact for delivery of goods to physical offices. Avoid touching others' pens and clipboards.
- Discussions after the showing with the seller or clients should be conducted through electronic means such as email, telephone, Zoom or FaceTime, rather than in person, as maintaining a conversation while adhering to the social distance guidelines is difficult.



Provision of Sanitation Products and Protocols

- Persons entering the property must have available for use 1) hand sanitizer 2) sanitizing wipes and 3) face coverings. While all agents should have these products available for use by clients, the listing agent and broker have ultimate responsibility to ensure that the property is equipped with these items.
- Real estate licensees should ensure shown properties are equipped with proper sanitation products, including hand sanitizer and sanitizing wipes, for use by employees and clients as needed.
- Provide clients, real estate licensees, and inspectors with face coverings and hand sanitizer. Place these items at the property entrance so that people can put them on before entering. Ensure disposable covers are properly discarded after use, for example in a trash bag that is sealed prior to disposal.
- All people entering a property, including agents, brokers, inspectors, and clients, must wash hands with soap and water or use hand sanitizer immediately upon entry and before touring or inspecting the property.

Responsibility for Cleaning and Disinfecting the Property

- Prior to and after concluding in-person showings, real estate licensees must disinfect mobility and safety fixtures on the property such as handrails and banisters.
- For the specific cleaning and disinfecting requirements to thoroughly clean properties both before and after showings, see the section below on “Cleaning and Disinfecting Protocols for Shown Properties per the DPH Guidance.”
- The listing agent or brokerage has ultimate responsibility to ensure that the property is cleaned and disinfected before and after each showing. (See the section below on “Cleaning and Disinfecting Protocols for Shown Properties per the DPH Guidance.” as to what cleaning is required).
- A seller may authorize the broker to hire, in seller's name, a service to clean and disinfect the property which seller will pay for. (C.A.R. Form RLA-CAA may be used for this purpose).
- If current occupants are present and/or participate during property showings, in accordance with their legal rights, they should adhere to the same standards regarding physical distancing, proper cleaning and disinfecting protocols, and promote a safe environment for all persons present.

Closing and Activities Outside of Showings

- Complete real estate transactions with all related parties digitally, if feasible. Maintain physical distance when in-person meetings are required with escrow agents, loan officers, mortgage brokers, etc. Meet in spaces that allow for at least six feet of physical distance, such as outside.

Cleaning and Disinfecting Protocols for Shown Properties per the DPH Guidance

The following are the cleaning and disinfecting protocols for shown properties per the Department of Public Health Guidance.

- Thoroughly clean shown properties and disinfect commonly used surfaces including counters, door and cabinet handles, key lock boxes, keypads, toilets, sinks, light switches, etc. These surfaces must be cleaned and disinfected before and after each showing.
- Prior to and concluding in-person showings, real estate licensees must disinfect mobility and safety fixtures on the property such as handrails and banisters.
- During a showing, introduce fresh outside air, for example by opening doors/windows and operating ventilation systems.
- Instruct employees to wipe down and disinfect equipment that passes between employees and customers, including clipboards and keys, after each use.
- Provide time for workers to implement cleaning practices at shown properties during their shift. Cleaning assignments should be assigned during working hours as part of the employee's job duties.
- Real estate licensees should ensure shown properties are equipped with proper sanitation products, including hand sanitizer and sanitizing wipes, for use by employees and clients as needed.
- Provide face coverings and hand sanitizers to be placed at the property entrance so that people can put them on before entering. Ensure disposable covers are properly discarded after use, for example in a trash bag that is sealed prior to disposal.



- All people entering a property, including agents, brokers, inspectors, and clients, must wash hands with soap and water or use hand sanitizer immediately upon entry and before touring or inspecting the property.
- Adjust or modify showings to provide adequate time for proper cleaning and disinfecting. If the property is currently occupied, ensure adequate time to disinfect after occupants leave for showings and before and after clients view the property.
- If current occupants are present and/or participate during property showings, in accordance with their legal rights, they should adhere to the same standards regarding physical distancing, proper cleaning and disinfecting protocols, and promote a safe environment for all persons present. [In the DPH Guidance, this protocol is placed within the social distancing category same as above].
- The listing agent or brokerage has ultimate responsibility to ensure that the property is cleaned and disinfected before and after each showing.

Apart from showings and cleaning protocols the following are other recommended best practices.

- If a client meeting does take place face-to-face, all participants must adhere to social distancing rules. No physical paperwork should be exchanged. All signing and transmittal of documents should be electronic.
- Third party service providers must sign an agreement to follow the rules and protocols for entry (C.A.R. Form PEAD-V may be used this purpose) and shall receive a digital copy of the broker's "Prevention Plan" (This entire document, the "Best Practices Guidelines/Prevention Plan for Showings" may be used for this purpose if the broker has adopted it as a Prevention Plan). Under the DPH's Guidance, Stage 2 expansion the use of third-party providers such as stagers is legally permissible.
- Brokers may consider extending listings and putting a hold on marketing activities or other accommodations for those who, for health or other reasons connected to the COVID-19 virus, wish to stop actively marketing their property for the duration of the governor's stay-at-home order.
- Complete real estate transactions with all related parties digitally, if feasible. Maintain physical distance when in-person meetings are required with escrow agents, loan officers, mortgage brokers, etc. Meet in spaces that allow for at least six feet of physical distance, such as outside.
- Discontinue shared vehicle trips between employees, contractors, clients, etc. Each party should travel in their own vehicle to offices, properties, or other locations that require in-person activities.

Checklist

Agents may use a checklist to ensure that the above protocols are adhered to. The DPH [COVID-19 General Checklist for Real Estate Transactions](#) may be used for this purpose which contains a specific checklist for the categories of (1) "Cleaning and Disinfecting Protocols for Shown Properties" and (2) "Physical Distancing Guidelines for Shown Properties" and can be found at <https://covid19.ca.gov/pdf/checklist-real-estate.pdf>.

Changes to Laws, Rules, Orders or Guidance

Any changes to laws, rules, orders or guidance promulgated after May 12, 2020 which conflict with these guidelines shall supersede them to the extent they conflict, and such changes shall be incorporated herein.

Prevention Plan

- Brokerages must establish a written COVID-19 "Prevention Plan" to be followed by agents who show properties.
- The brokerage will regularly evaluate compliance with the plan and document and correct deficiencies identified.

Unless otherwise specified, this entire document known as the "**Mandatory Government Showing Requirements, including Best Practices Guidelines and Prevention Plan**" is hereby adopted for this purpose as a "Prevention Plan."

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BPPP 6/2/20 (PAGE 5 OF 5)

MANDATORY GOVERNMENT SHOWING REQUIREMENTS, INCLUDING BEST PRACTICES GUIDELINES AND PREVENTION PLAN (BPPP PAGE 5 OF 5)

ALL PERSONS ENTERING THIS PROPERTY AGREE TO THESE POSTED RULES

- **Prior to entering this property**, you must have already signed a Coronavirus Property Entry Advisory and Declaration form (C.A.R. Form PEAD-V) and delivered a copy of that signed form to the Listing Agent. The PEAD-V form is your agreement that you will take all reasonable and necessary precautions to protect yourself and others from the spread of COVID-19.

You agree to the following:

•



Washing your hands with soap and water or using hand sanitizer immediately upon entry and before touring or inspecting the property;



Wearing a protective face covering;



Practicing social distancing by keeping at least six feet between yourself and others, and not gathering in groups;



Avoid touching surfaces or items in the property. All persons on property for in-person showings should avoid touching knobs, faucets, toilets and toilet handles, light switches, garage door opener buttons, handles and pulls, alarm system controls, fan pulls, remotes, thermostats, switchboxes, gates and gate latches, window locks and sashes, pool coverings, counters, door and cabinet handles, sinks, and other such items. If you believe it necessary to touch surfaces or items in the property, consider the risks of doing so; and



Discarding any disposable gloves, face coverings, or shoe coverings worn during the visit, upon exiting the property.

- You will exercise care to protect yourself, and assess your own risks, by considering your age, underlying health conditions, recent travel, possible exposure to COVID-19, doctor's recommendations, and local, State and Federal recommendations. You agree and understand that it is your responsibility to evaluate the risks and protect yourself.
- You will follow all Federal, State, and local laws and Stay Home Orders, even though such laws and orders may be changing rapidly.
- **For the safety of all, you represent that:**
 - To the best of your knowledge, you are not currently afflicted with, and have not knowingly, within the last 14 days, been in contact with someone afflicted with, COVID-19;
 - You are not experiencing a fever, or signs of respiratory illness such as cough, shortness of breath or difficulty breathing, or other COVID-19 symptoms;
 - You understand that persons may be afflicted with COVID-19 and: (i) not exhibit symptoms; (ii) not be aware that they are afflicted or (iii) may not voluntarily agree to disclose their condition; and
 - You will inform Broker if, after the date this document is signed, there is a change in your health condition or knowledge that potentially puts others at risk.

THIS NOTICE IS POSTED TO COMPLY WITH THE REQUIREMENTS OF THE CALIFORNIA DEPARTMENT OF PUBLIC HEALTH. ADDITIONAL NOTICE OR ENTRY STANDARDS MAY BE REQUIRED BY LOCAL LAW.

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C.A.R. Document PRE

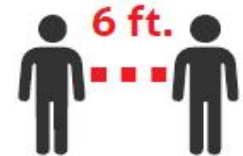
ALL VISITORS TO THE PROPERTY MUST ABIDE BY THE FOLLOWING RULES



**WEAR A PROTECTIVE
FACE COVERING**



**WASH YOUR HANDS WITH SOAP
AND WATER OR USE HAND SANITIZER**



**PRACTICE SOCIAL DISTANCING BY
KEEPING AT LEAST SIX FEET BETWEEN
YOURSELF AND OTHERS**



**AVOID TOUCHING KNOBS, FAUCETS, TOILETS
AND TOILET HANDLES, COUNTERS, LIGHT
SWITCHES, AND OTHER SUCH ITEMS**



**AFTER VIEWING, DISCARD ANY DISPOSABLE
GLOVES, FACE COVERINGS, OR SHOE
COVERINGS WORN DURING THE VISIT**

**IF YOU ARE CURRENTLY AFFLICTED WITH, OR WITHIN
THE LAST 14 DAYS, HAVE BEEN IN CONTACT WITH
SOMEONE AFFLICTED WITH COVID-19, OR HAVE ANY
SYMPTOMS SUCH AS FEVER, COUGH OR DIFFICULTY
BREATHING, PLEASE DO NOT ENTER THE PROPERTY.**